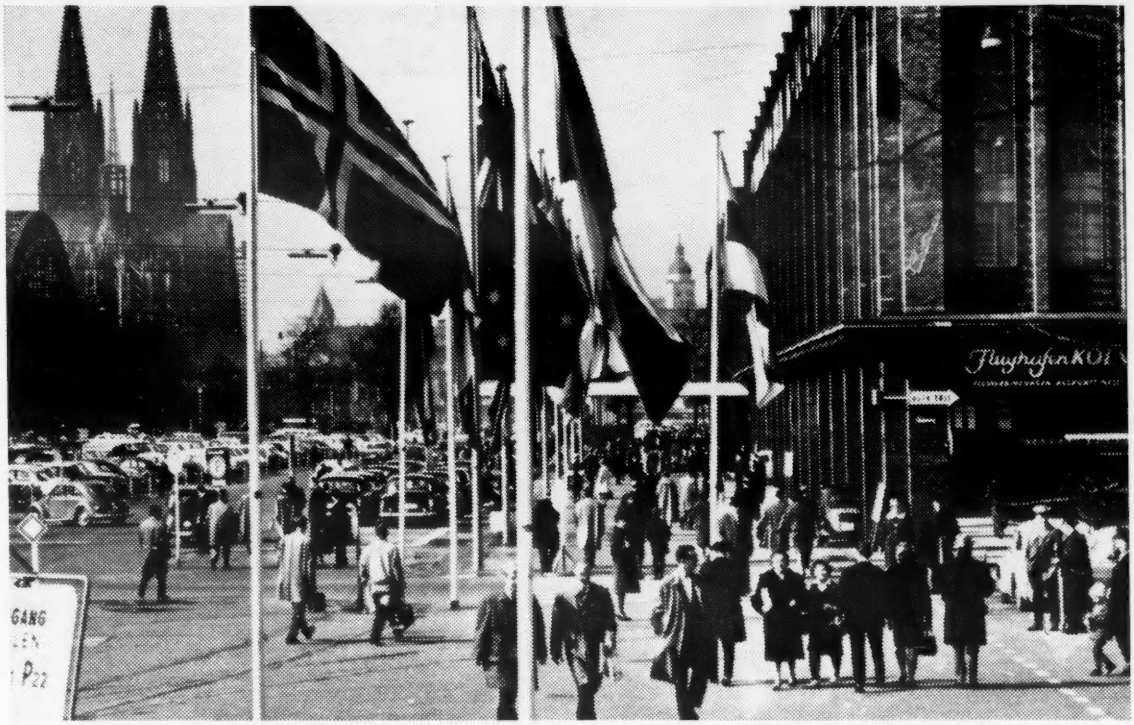
Programme of TRADE PROMOTIONS 1970-72

This 60-ft. model of Tower Bridge, three floors high, dominated the interior of Stockmanns – 'the Harrods of Helsinki' – during the recent British Shopping Fortnight which involved some 5,500 retail outlets throughout Finland and was one of the most important events in this year's Trade Drive to Finland (see reports published in the Board of Trade Journal *of October 7, and in* Trade and Industry *of October 28)*



BOTH BUYERS AND SELLERS FIND SUCCESS AT COLOGNE

In 1969 there were
12,384 Exhibitors and
614,024 Trade Visitors from all parts of the World

THE BEST CONTINENTAL MARKET FOR CONSUMER GOODS

International Events—1971

January 20-24	German Furniture Fair
February 3-7	ISM 71 – Sweet and Biscuit Fair
February 14-17	Housewares and Domestic Appliances Fair
February 26-28	Fashion Fair (Special Fair for Men's Leisure Wear)
March 7-10	Hardware Fair
March 19-21	Fair FOR THE CHILD
May 10-13	Exhibition of Sports Facilities and Bath Installations, also International Convention
May 13-16	INTERZUM – Fair of Accessories and Materials used for Woodworking, Furniture, etc.
August – second half	Men's Fashion Week
September 5-7	Household Goods and Hardware Fair
September 16-19	Fair of Lingerie, Foundation Garments, Underwear and Swimwear
September 25-October 1	ANUGA – Exhibition of Fine Foods and Provisions
October 10-12	SPOGA – Trade Fair of Sports Goods, Camping Equipment and Garden Furniture
October 15-17	Fair FOR THE CHILD
October 24-28	ORGATECHNIK – Exhibition for Organisation and Technique in Office and Works

Information and Tickets from

H. E. MELSOM, M.B.E., Room 229, Abbey House, 2/8 Victoria Street, London, S.W.1. Tel.: 01-799 2134

IRELAND—INFORMATION—*C. O. Neale. 'Luxor,' Saval Park Road, Dalkey, Co., Dublin. Tel.: 806868.*
IRELAND—TICKETS—*Airborne Travel Agency. 37 College Green, Dublin, 2. Tel.: 717161.*

Programme of TRADE PROMOTIONS, 1970-72

This Programme of Trade Promotions is published as a supplement to *Trade and Industry* in March, July and November; amendments and additions are given in the first issue of each interim month.

Section I lists overseas trade promotions over the next two years for which DTI support is already being planned, or is under consideration. The information is necessarily brief, but further details can be obtained from the trade association or from the officer named against the event. (Tel. 01-248 5757).

Section II (Europe) and Section III (outside Europe) list a number of regular overseas trade fairs, some of which are also included in Section I. Section IV lists some United Kingdom trade fairs.

Fairs in this supplement are classified under the commodity groups below, definite dates being given when known or alternatively the month in which a fair is usually held.

General
Agriculture, forestry, fishing, agricultural machinery
Aircraft and aeronautical equipment
Books and periodicals
Building, public works and construction equipment
Chemicals and allied industries, including plastics
Clothing
Display and shop equipment
Engineering, electrical and electronic, including radio and television
Engineering, other
Fancy goods, jewellery and giftware
Foodstuffs, food machinery, hotel and catering equipment
Footwear
Furniture, furnishings, household equipment and hardware
Handicrafts
Heating and ventilating
Horticulture and horticultural equipment
Hospital, medical, surgical and dental equipment
Laundry and allied services
Leather, leather goods and fur
Motor vehicles, motor cycles and cycles
Music and musical instruments
Office machinery and equipment
Packaging machinery and materials, including containers
Photographic equipment
Pottery and glassware
Printing, stationery and printing machinery
Scientific instruments and nuclear equipment
Ships and boats
Sports goods and camping equipment, including caravans
Textiles and textile machinery
Toys and games
Watches and clocks
Other specialized fairs

Inquiries for details of the Joint Venture Scheme under which the Department of Trade and Industry co-operates with trade associations or other non-profit-making bodies and any general inquiries in connection with the Section not related to a specific event should be made to Fairs & Promotions Branch, Department of Trade and Industry, Hillgate House, Tower Block, 26 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7200). (FULL DETAILS OF HOW THE DEPARTMENT OF TRADE AND INDUSTRY CAN HELP YOU APPEAR ON PAGE XVIII.)

SECTION I

Overseas Fairs, British Weeks and Store Promotions taking place with Department of Trade and Industry assistance

(a) General Fairs—Page i

(b) Specialized Fairs—Page

(c) British Weeks and Store Promotions—Page

(a) GENERAL FAIRS

1970

BUENOS AIRES:
British Industrial Exhibition (BA 70) – November 5-15, 1970
All British fair organised by Industrial and Trade Fairs International Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1 (Tel. 01-242 9011).

1971

ACCRA:
International Trade Fair – February 1-14, 1971
The Department of Trade and Industry will organize a British Pavilion at this event.
(K. R. Timmins, Ext. 7104)

FRANKFURT:
International Spring Fair – February 28-March 4, 1971
Joint ventures with:
(i) Piano Manufacturers Association.
(ii) Association of Musical Instrument Industries.
(iii) British Stationery and Office Equipment Association.
(iv) British Jewellery and Giftware Federation.
(K. J. C. Edgington, Ext. 7201)

LYONS:
International Trade Fair – March 27-April 5, 1971
Joint ventures with Business Equipment Trades Association and an official information stand manned by staff of the Consulate-General, Lyons.
(R. J. Ager, Ext. 7205)

JOHANNESBURG:
Rand Easter Show – March 30-April 12, 1971
Joint venture with Birmingham Chamber of Commerce and Industry.
(K. R. Timmins, Ext. 7104)

CAGLIARI:
Sardinian International Samples Fair – March, 1971
Official Information Stand manned by Representatives of the British Vice-Consulate, Cagliari.
(Miss F. King, Ext. 7092)

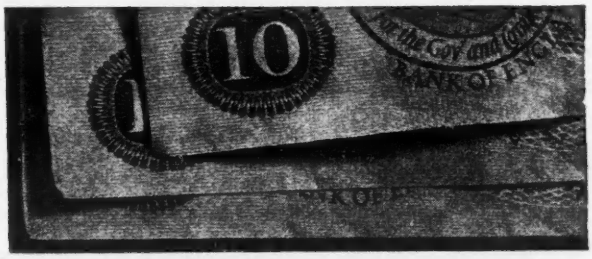
LILLE:
International Trade Fair – April 8-19, 1971
Official Information Stand manned by Staff of the Consulate General, Lille.
(R. J. Ager, Ext. 7205)

MILAN:
International Samples Fair – April 14-25, 1971
Official Information Stand manned by Representatives of the British Consulate General, Milan.
(Miss F. King, Ext. 7092)

ZAGREB:
International Spring Fair – April 19-25, 1971
Joint ventures with:
(i) British Surgical Export Group.
(ii) Association of Musical Industries.
(iii) Hotel and Public Buildings Export Group (HOPBEG).
(B. L. Banks, Ext. 7213)

HANOVER:
Hanover Fair – April 22-30, 1971
Official Information Office and joint ventures with:
(i) British Electrical and Allied Manufacturers' Association.
(ii) Business Equipment Trades Association.
(iii) British Stationery & Office Equipment Association.
(iv) Lighting Industrial Federation.
(v) Electronic Components Centre (Great Britain) Ltd.
(vi) Engineering and Building Centre, Birmingham.
(vii) Association of Hydraulic Equipment Manufacturers.
(viii) British Compressed Air Society.
(ix) Machine Tool Trades Association.
(x) British Pottery Manufacturers Federation.
(xi) British Jewellery & Giftware Federation.
(xii) British Artmetal Manufacturers Export Group.
(xiii) Association of Public Address Engineers.
(Miss A. Barber, Ext. 7080)

GOTHENBURG:
International Trade Fair – May 7-16, 1971
Joint venture with the appropriate trade association.
(Miss J. M. Coker, Ext. 308)



Save big money on European exhibitions.

SAVE ON INSURANCE AND DAMAGE
Because your stand isn't shipped there's no risk of dock damage, virtually no risk of theft. So the cost of insurance is greatly reduced.

SAVE ON TRANSPORT
Gielissen NV design and build your stand in Holland, in a vast works at Eindhoven. So you pay no shipping bills and very reasonable prices for road transport. It's amazing how many exhibition centres are within 400 miles of Eindhoven. Look at a map and see.

SAVE ON YOUR TIME
Gielissen are a complete international exhibition contractor, one of the biggest in Europe. There's a department for everything – design, photography, construction, exhibition personnel, transport, the lot. Gielissen do everything.

SAVE ON STRIKES
Gielissen just don't have strikes. And because you are not using the docks you can forget their troubles. If you call in Gielissen for your next European exhibition you'll get the stand you want, where you want it, and when you want it. Call us in London and we'll tell you more about it.

SAVE ON PAPER WORK
Because Gielissen do everything, you don't have to hire designers, photographers, copy writers or building contractors yourself. You write just one order, pay just one invoice.

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Sole Representative in U.K. A. W. Mennes Esq.
Managing Director, GIELISSEN LTD. 653, Grand Buildings, Trafalgar Sq., London W.C.2. Tel: 01-930 6638.

BORDEAUX:
International Trade Fair – May 15-24, 1971
An official information stand manned by staff of the Consulate-General, Bordeaux.
(R. J. Ager, Ext. 7205)

BUDAPEST:
International Trade Fair – May 21-31, 1971
The Department of Trade and Industry may organize a British Pavilion at this event.
(B. L. Banks, Ext. 7213)

PADUA:
International Samples Fair – May 27-June 6, 1971
Official Information Stand manned by Representatives of the British Consulate, Venice.
(Miss F. King, Ext. 7092)

VANCOUVER:
Fifth British Columbia International Trade Fair – June 2-12, 1971
The Department of Trade and Industry will organize a British Pavilion at this event.
(Mrs. G. Naughton, Ext. 7204)

TEL AVIV:
International Trade Fair (Technology) – June 7-17, 1971
The Department of Trade and Industry will organize a British Pavilion at this event.
(J. A. Swinton, Ext. 7209)

POZNAN:
International Fair – June 13-22, 1971
The Department of Trade and Industry may organize a British Pavilion at this event.
(B. L. Banks, Ext. 7213)

LISBON:
International Trade Fair – June, 1971
Joint venture with appropriate trade association.
(Miss F. King, Ext. 7092)

SYDNEY:
International Trade Fair – August 13-22, 1971
Joint ventures with:
(i) The London Chamber of Commerce.
(ii) Scottish Council Development and Industry.
(Mrs. I. M. Janzen, Ext. 7093)

WELLINGTON:
International Trade Fair – August 18-September 4, 1971
The Department of Trade and Industry may organize a British Pavilion at this event.
(Mrs. I. M. Janzen, Ext. 7093)

VIENNA:
International Autumn Trade Fair – September 5-12, 1971
Joint venture with Engineering and Building Centre, Birmingham.
(K. R. Timmins, Ext. 7104)

BRNO:
International Trade Fair – September, 1971
Joint venture with appropriate trade association.
(B. L. Banks, Ext. 7213)

PLOVDIV:
International Fair – September, 1971
The Department of Trade and Industry may organize a British Pavilion at this event.
(B. L. Banks, Ext. 7213)

PARAMARIO:
Surinam Trade Fair – September/October, 1971
Official Information Stand manned by Representatives of the British High Commission, Georgetown.
(Miss F. King, Ext. 7092)

SINGAPORE:
Proposed British Industrial Exhibition – October 18-29, 1971
All British Exhibition organized by the Department of Trade and Industry.
(Mrs. I. M. Janzen, Ext. 7093)

1972

NEW DELHI:
Third Asian Trade Fair – 1972
The Department of Trade and Industry may organize a British Pavilion at this event.
(Mrs. I. M. Janzen, Ext. 7093)

FRANKFURT:
International Spring Fair – February, 1972
Joint ventures with:
(i) Piano Manufacturers Association.
(ii) Association of Musical Instrument Industries.
(iii) British Stationery and Office Equipment Association.
(iv) British Jewellery and Giftware Federation.
(K. J. C. Edgington, Ext. 7201)

CAGLIARI:
Sardinian International Samples Fair – March, 1972
Official Information Stand manned by Representatives of the British Vice-Consulate, Cagliari.
(Miss F. King, Ext. 7092)

MILAN:
International Samples Fair – April 14-25, 1972
Official Information Stand manned by Representatives of the British Consulate General, Milan.
(Miss F. King, Ext. 7092)

HANOVER:
Hanover Fair – April 20-28, 1972
Official Information Office and joint ventures with:
(i) British Electrical and Allied Manufacturers Association.
(ii) Business Equipment Trades Association.
(iii) Lighting Industry Federation.
(iv) British Stationery & Office Equipment Association.
(v) Electronic Components Centre (Great Britain Ltd.
(vi) Engineering & Building Centre, Birmingham.
And other appropriate trade associations.
(Miss A. Barber, Ext. 7080)

ZAGREB:
International Spring Fair – April, 1972
Joint venture with appropriate trade associations.
(B. L. Banks, Ext. 7213)

BUDAPEST:
International Trade Fair – May, 1972
The Department of Trade and Industry may organize a British Pavilion at this event.
(B. L. Banks, Ext. 7213)

GOTHENBURG:
International Trade Fair – May, 1972
Joint venture with the appropriate trade association.
(Miss J. M. Coker, Ext. 308)

PADUA:
International Samples Fair – May/June, 1972
Official Information Stand manned by Representatives of the British Consulate, Venice.
(Miss F. King, Ext. 7092)

LISBON:
International Trade Fair – June, 1972
Joint venture with appropriate trade association.
(Miss F. King, Ext. 7092)

POZNAN:
International Fair – June, 1972
The Department of Trade and Industry may organize a British Pavilion at this event.
(B. L. Banks, Ext. 7213)

BARI:
International Levant Fair – September, 1972
Official Information Stand manned by Representatives of the British Consulate, Bari.
(Miss F. King, Ext. 7092)

HELSINKI:
International Trade Fair – September, 1972
Joint ventures with the appropriate trade associations.
(A. G. Pearson, Ext. 7207)

(b) SPECIALIZED FAIRS

Agriculture, Forestry, Fishing and Agricultural Machinery

1971

TORONTO:
Farm and Industrial Equipment Show – January 27-30, 1971
Joint venture with Agricultural Engineers Association.
(Mrs. G. Naughton, Ext. 7204)

PARIS:
International Agricultural Exhibition – March 6-14, 1971
Joint venture with British Agricultural Export Council.
(Miss D. Wilmot, Ext. 7211)

PARIS:
International Agricultural Machinery Exhibition – March 9-14, 1971
Joint venture with Agricultural Engineers Association.
(Miss D. Wilmot, Ext. 7211)

DUBLIN:
World Fishing Exhibition – March 24-30, 1971
Joint venture with British Internal Combustion Engine Manufacturers Association.
(K. R. Timmins, Ext. 7104)

ZARAGOZA:
International Agricultural Machinery Fair – March 27-April 4, 1971
Joint venture with appropriate trade association.
(Miss F. King, Ext. 7092)

NOVI SAD:
International Agricultural Fair – May, 1971
Joint venture with appropriate trade association.
(B. L. Banks, Ext. 7213)

SANTA CRUZ:
Agricultural Animal Industrial and Commercial Exhibition – September, 1971
Official Information Stand manned by Representatives of the British Embassy, La Paz.
(Miss F. King, Ext 7092)

COPENHAGEN:
International Agricultural Machinery Fair (Agrima) – December 1-4, 1971
Joint venture with appropriate trade association.
(R. J. Ager, Ext. 7205)

1972

TORONTO:
Farm and Industrial Equipment Show – January, 1972
Joint venture with Agricultural Engineers Association.
(Mrs. G. Naughton, Ext. 7204)

DUBLIN:
World Fishing Exhibition – March, 1972
Joint venture with appropriate trade association.
(K. R. Timmins, Ext. 7104)

PARIS:
International Agricultural Exhibition – March, 1972
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)

PARIS:
International Agricultural Machinery Exhibition – March, 1972
Joint venture with Agricultural Engineers Association.
(Miss D. M. Wilmot, Ext. 7211)

VERONA:
International Agricultural Fair – March, 1972
Joint venture with appropriate trade association.
(Miss F. King, Ext. 7092)

ZARAGOZA:
International Agricultural Machinery Fair – March/April, 1972
Joint venture with appropriate trade association.
(Miss F. King, Ext. 7092)

SANTAREM:
Ribatejo Agricultural Fair – June, 1972
Joint venture with appropriate trade association.
(Miss F. King, Ext. 7092)

JONKOPING:
European Agricultural and Industrial Fair (ELMIA) – June, 1972
Joint venture with the appropriate trade association.
(Miss J. M. Coker, Ext. 308)

SANTA CRUZ:
Agricultural, Animal, Industrial and Commercial Exhibition – September, 1972
Official Information Stand manned by Representatives of the British Embassy, La Paz.
(Miss F. King, Ext. 7092)

Aircraft and Aeronautical Equipment

1971

MOSCOW:
Equipment for Passenger Aircraft, Complex of Ground Mechanisms and Ground Passenger Services (Aviaservice) – March 16-26, 1971
Joint venture with British Airport Constuction & Equipment Association.
(J. R. Schaffer, Ext. 7246)

PARIS:
International Aeronautics and Space Exhibition – May 27-June 6, 1971
Joint venture with Society of British Aerospace Companies.
(Miss D. Wilmot, Ext. 7211)

TOKYO:
Aerospace Show – October 29-November 3, 1971
Joint venture with appropriate trade association.
(Miss I. M. Janzen, Ext. 7093)

1972

TURIN:
International Aerospace Show – June, 1972
Joint venture with the Society of British Aerospace Companies.
(Miss F. King, Ext.7092)

Books and Periodicals

1971

MEXICO CITY:
Display of British Paperback Books – January-March, 1971
Joint venture with the Publishers Association.
(Miss F. King, Ext. 7092)

BRUSSELS:
International Book Fair – March, 1971
Joint venture with the Publishers Association.
(T. E. Kerfoot, Ext. 7011)

WARSAW:
International Book Fair – May, 1971
Joint venture with appropriate trade association.
(B. L. Banks, Ext. 7213)

FRANKFURT:
International Book Fair – September/October, 1971
Joint venture with the Publishers Association.
(Miss A. Barber, Ext. 7080)

1972

BRUSSELS:
International Book Fair – March, 1972
Joint venture with the Publishers Association.
(T. E. Kerfoot, Ext. 7011)

BOLOGNA:
International Book Fair for Children and Youth – April, 1972
Trade Information Stand manned by the Publishers Association.
(Miss F. King, Ext. 7092)

WARSAW:
International Book Fair – May, 1972
Joint venture with appropriate trade association.
(B. L. Banks, Ext. 7213)

FRANKFURT:
International Book Fair – September, 1972
Joint venture with appropriate trade association.
(Miss A. Barber, Ext. 7080)

Building, Public Works and Construction Equipment

1970

TORONTO:
Construction Show – December 7-10, 1970
Joint venture with the London Chamber of Commerce.
(Mrs. G. Naughton, Ext. 7204)

1971

KUWAIT:
British Trade Drive. Building Materials Exhibition – February 20-23, 1971
Joint venture with the Building Materials Export Group.
(J. A. Swinton, Ext. 7209)

BRUSSELS:
International Building Materials and Accessories Exhibition (BATIMENT) – February 20-28, 1971
Joint venture with the Building Materials Export Group.
(T. E. Kerfoot, Ext. 7011)

COPENHAGEN:
Building for Billions – March 26-April 4, 1971
Joint venture with the Building Materials Export Group.
(R. J. Ager, Ext. 7205)

UTRECHT:
International Building Exhibition – April 1-8, 1971
Joint venture with the Building Materials Export group.
(T. E. Kerfoot, Ext. 7011)

STOCKHOLM:
Transport Exhibition – April 19-24, 1971
Joint venture with the Birmingham Engineering and Building Centre.
(Miss J. M. Coker, Ext. 308)

HELSINKI:
International Building Exhibition (Nordic Building Congress) – June 8-14, 1971
Joint venture with Building Materials Export Group.
(A. G. Pearson, Ext. 7207)

MOSCOW:
International Exhibition of Building Materials and Equipment (STROIMATERIALY) – September 8-22, 1971
The Department of Trade and Industry may organize a British Pavilion at this event.
(J. R. Schaffer, Ext. 7246)

BOLOGNA:
International Building Exhibition – October 10-18, 1971
Joint venture with appropriate trade association.
(Miss F. King, Ext. 7092)

PARIS:
International Building Exhibition (BATIMAT) – November 18-26, 1971
Joint venture with London Building Centre.
(Miss D. Wilmot, Ext. 7211)

1972

CHICAGO:
Concrete and Aggregates Show – January 30-February 4, 1972
Joint venture with the appropriate trade association.
(P. J. Dring, Ext. 7097)

MUNICH:
International Trade Exhibition of Building Materials Structural Elements and Interior Finishing (BAU) – February 5-13, 1972
Joint venture with the Building Materials Export Group.
(Miss A. Barber, Ext. 7080)

BRUSSELS:
International Building Materials and Accessories Exhibition (BATIMENT) – March, 1972
Joint venture with the Building Materials Export Group.
(T. E. Kerfoot, Ext. 7011)

MUNICH:
International Sewage and Water Treatment Engineering Exhibition (IFAT) – October 21-28, 1972
Joint venture with appropriate trade association.
(Miss A. Barber, Ext. 7080)

BOLOGNA:
International Building Exhibition – October, 1972
Joint venture with appropriate trade association.
(Miss F. King, Ext. 7092)

Chemicals and Allied Industries including Plastics

1970

UTRECHT:
International Plastics Exhibition (Macroplastic) – October 29-November 5, 1970
Joint venture with the London Chamber of Commerce.
(T. E. Kerfoot, Ext. 7011)

1971

CLEVELAND:
Pittsburgh Conference on Analytical Chemistry and Applied Spectroscopy – March 1-5, 1971
Joint venture with the Scientific Instrument Manufacturers Association.
(P. J. Dring, Ext. 7097)

TULSA:
International Petroleum Show – May 15-23, 1971
Joint venture with Council of British Manufacturers of Petroleum Equipment.
(Mrs. G. Naughton, Ext. 7204)

JOHANNESBURG:
Plastics 71 – June 21-26, 1971
Joint venture with appropriate trade association.
(K. R. Timmins, Ext. 7104)

DUSSELDORF:
Sixth International Fair for the Plastics Industry (Kunststoffe) – September 16-23, 1971
Joint venture with British Plastics Federation.
(Miss H. McKinlay, Ext. 7203)

UTRECHT:
International Exhibition of Machinery and Equipment for the Chemicals, Foodstuffs and Food and Drink Industries (Machevo) – October, 1971
Joint ventures with appropriate trade association.
(T. E. Kerfoot, Ext. 7011)

CHICAGO:
National Plastics Exposition – November, 1971
Joint venture with the appropriate trade association.
(P. J. Dring, Ext. 7097)

1972

OSAKA:
Japan Plastics Fair (Japan Plas) – 1972
Joint venture with appropriate trade association.
(Mrs. I. M. Janzen, Ext. 7093)

OYONNAX:
International Exhibition of Optical Goods and Materials – June 1972
Joint venture with appropriate trade association.
(R. J. Ager, Ext. 7205)

MILAN:
International Plastics Exhibition (PLAST 72) – October 8-15, 1972
Joint venture with appropriate trade association.
(Miss F. King, Ext. 7092)

Clothing

1971

NEW YORK:
National Children's Wear Association Display of British Children's Wear – January 1-10, 1971
Joint venture with National Children's Wear Association.
(H. Gladwell, Ext. 318)

'Target California'
SAN FRANCISCO:
Display of British Children's Wear – January 11-13, 1971
Joint venture with National Children's Wear Association.
(C. J. Mather, Ext. 265)

'Target California'
LOS ANGELES:
Display of British Children's Wear – January 14-16, 1971
Joint venture with National Children's Wear Association.
(C. J. Mather, Ext. 265)

NEW YORK:
National Boutique Show – January 24-27, 1971
Joint venture with the Clothing Export Council.
(Mrs. G. Naughton, Ext. 7204)

TURIN:
International Fashion Trade Fair – February 5-8, 1971
Joint venture with the Clothing Export Council.
(Miss F. King, Ext. 7092)

PARIS:
European Menswear Exhibition – February 13-16, 1971
Joint venture with appropriate trade association.
(Miss D. Wilmot, Ext. 7211)

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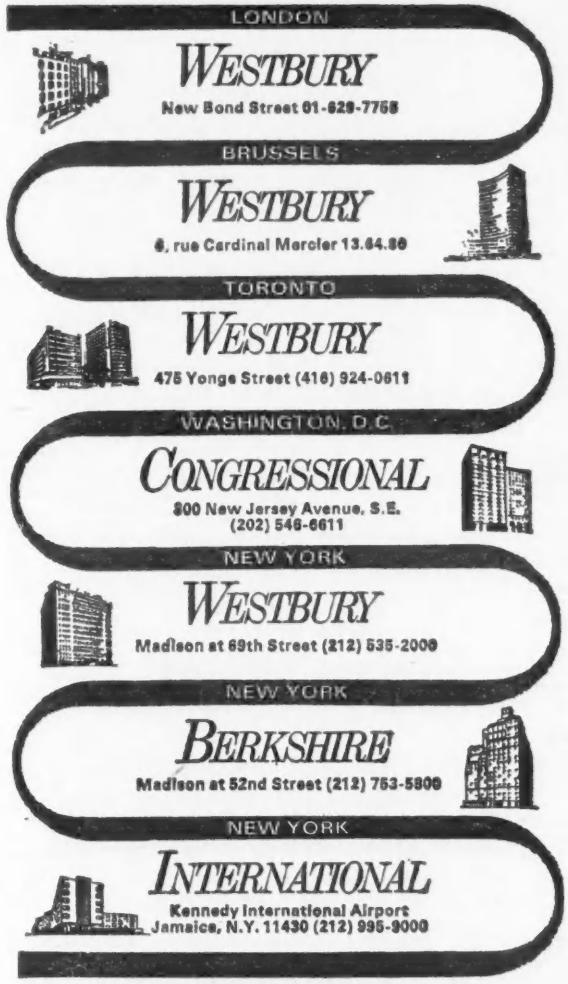

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PARIS:
Knitting Industries Exhibition – February 13-16, 1971
Joint venture with British Hosiery and Knitwear Export Group.
(Miss D. Wilmot, Ext. 7211)

COPENHAGEN:
International Men's Fashion Fair – February 21-23, 1971
Joint venture with The Clothing Export Council.
(R. J. Ager, Ext. 7205)

COPENHAGEN:
Fashion Fair – March 14-17, 1971
Joint venture with The Clothing Export Council.
(R. J. Ager, Ext. 7205)

COLOGNE:
International Fair for the Child – March 19-21, 1971
Joint ventures with:
(i) British Nursery Goods Association
(ii) National Children's Wear Association.
(Miss H. McKinlay, Ext. 7203)

MUNICH:
International Fashion Week – March 27-April 1, 1971
Joint venture with the Clothing Export Council.
(Miss H. McKinlay, Ext. 7203)

PARIS:
International Exhibition of Women's Ready to Wear Clothing – April 17-22, 1971
Joint venture with the Clothing Export Council.
(Miss D. Wilmot, Ext. 7211)

VIENNA:
Ladies Fashion Show – April 18-21, 1971
Joint venture with the Clothing Export Council.
(K. R. Timmins, Ext. 7104)

DUSSELDORF:
International Fashion Trade Fair (IGEDO) – April 25-29, 1971
Joint venture with the Clothing Export Council.
(Miss H. McKinlay, Ext. 7203)

COLOGNE:
International Men's Fashion Week – August 27-29, 1971
Joint ventures with:
(i) Clothing Manufacturers Federation of Great Britain
(ii) British Menswear Guild.
(S. Bickel, Ext. 7216)

ZURICH:
Fashion Show – September 18-23, 1971
Promotion with the Clothing Export Council.
(T. E. Kerfoot, Ext. 7011)

COLOGNE:
International Fair for the Child – October 15-17, 1971
Joint ventures with:
(i) British Nursery Goods Association
(ii) National Children's Wear Association.
(Miss H. McKinlay, Ext. 7203)

1972

PARIS:
Knitting Industries Exhibition – February, 1972
Joint venture with British Hosiery and Knitwear Export Group.
(Miss D. Wilmot, Ext. 7211)

PARIS:
International Menswear Exhibition – February, 1972
Joint venture with appropriate trade association.
(Miss D. Wilmot, Ext. 7211)

COLOGNE:
International Fair for the Child – March 10-12, 1972
Joint ventures with:
(i) British Nursery Goods Association
(ii) National Children's Wear Association.
(Miss H. McKinlay, Ext. 7203)

COPENHAGEN:
International Fashion Fair – March, 1972
Joint venture with appropriate trade association.
(R. J. Ager, Ext. 7205)

COLOGNE:
International Men's Fashion Week – August, 1972
Joint ventures with:
(i) British Menswear Guild
(ii) Clothing Manufacturers Federation of Great Britain.
(S. Bickel, Ext. 7216)

COLOGNE:
International Fair for the Child – October, 1972
Joint ventures with:
(i) British Nursery Goods Association
(ii) National Children's Wear Association.
(Miss H. McKinlay, Ext. 7203)

Display and Shop Equipment

1972

DUSSELDORF:
4th European Fair Modern Shopfitting and Display with Congress (EUROSHOP) – February 23-27, 1972
Joint venture with the National Display Equipment Association.
(Miss H. McKinlay, Ext. 7203)

Engineering, Electrical and Electronic, including Radio and Television

1970

BOSTON:
Northeast Electronics Research and Engineering Meeting – ('NEREM 70') – November 4-6, 1970
Joint venture with London Chamber of Commerce.
(Mrs. G. Naughton, Ext. 7204)

MUNICH:
International Trade Fair for Production in the Electronic Industry (ELECTRONICA) – November 5-11, 1970
Joint venture with Electronic Components Board.
(K. J. C. Edgington, Ext. 7201)

1971

PARIS:
International Audiovisual and Communications Exhibition – January 14-20, 1971
Joint venture with Industrial Council for Educational and Training Technology.
(Miss D. Wilmot, Ext. 7211)
'Target California'

ANAHEIM, CALIFORNIA:
National Electronic Packaging Convention (Nepcon West) – February 9-11, 1971
Joint venture with the British National Export Council.
(C. J. Mather, Ext. 265)

SYDNEY:
Control Electronics Telecommunications Instruments and Automation Exhibition (CETIA) – February 15-19, 1971
Joint venture with the London Chamber of Commerce.
(Mrs. I. M. Janzen, Ext. 7093)

BASLE:
International Exhibition of Industrial Electronics (INEL) – March 9-13, 1971
Joint venture with the British Electrical and Allied Manufacturers' Association.
(T. E. Kerfoot, Ext. 7011)

NEW YORK:
Institute of Electrical and Electronic Engineers – March 22-25, 1971
Joint venture with Electronic Engineering Association.
(H. Gladwell, Ext. 318)

PARIS:
International Exhibition of Electronic Components – March 31-April 6, 1971
Joint venture with the Electronic Components Board.
(Miss D. Wilmot, Ext. 7211)

CANNES:
International Television Programme Market (MIP T.V.) – April 17-22, 1971
Joint venture with the Electronic Engineering Association.
(R. J. Ager, Ext. 7205)

GENEVA:
International Telecommunications and Space Exhibition – June 17-27, 1971
Joint venture with the Electronic Engineering Association.
(T. E. Kerfoot, Ext. 7011)

BERLIN:
International Radio and Television Exhibition – August 27-September 5, 1971
Joint venture with the British Radio Equipment Manufacturers Association.
(Miss A. Barber, Ext. 7080).

AMSTERDAM:
International Radio and Television Exhibition (Firato) – September 9-19, 1971
Joint venture with appropriate trade association.
(T. E. Kerfoot, Ext. 7011)

JOHANNESBURG:
Instrument and Automation Exhibition – September 30-October 5, 1971
Joint venture with British Electrical and Allied Manufacturers' Association
(K. R. Timmins, Ext. 7104)

OSAKA:
Japan Electronics Show – October 1-7, 1971
Joint venture with appropriate trade association.
(Mrs. I. M. Janzen, Ext. 7093)

TORONTO:
International Electronics Exposition – October 4-7, 1971
Joint venture with London Chamber of Commerce.
(Mrs. G. Naughton, Ext. 7204)

CHICAGO:
National Electronics Conference and Exhibition – October 18-20, 1971
Joint venture with appropriate trade association.
(P. J. Dring, Ext. 7097)

HELSINKI:
TV and Radio Show – October/November, 1971
Joint venture with appropriate trade association.
(A. G. Pearson, Ext. 7207)

1972

GOTHENBURG:
Scandinavian Lighting Fair – January, 1972
Joint venture with appropriate trade association.
(Miss J. M. Coker, Ext. 308).

PARIS:
International Exhibition of Electronic Components – April, 1972
Joint venture with Electronic Components Board.
(Miss D. M. Wilmot, Ext. 7211)

MILAN:
Instrumentation and Automation Exhibition – November, 1972
Joint venture with appropriate trade association.
(Miss F. King, Ext. 7092)

Engineering, Other

1970

PRAGUE:
British Engineering Week – November 16-20, 1970
Joint venture with the London Chamber of Commerce.
(B. L. Banks, Ext. 7213)

JOHANNESBURG:
International Machine Tool Exhibition – November 23-28, 1970
Joint venture with Machine Tool Trades Association.
(K. R. Timmins, Ext. 7104)

1971

OSLO:
British Engineering Week – 1971
A joint venture with the London Chamber of Commerce.
(R. J. Ager, Ext. 7205)

NAIROBI:
British Machinery Exhibition – January 25-29, 1971
Joint venture with British National Export Council.
(K. R. Timmins, Ext. 7104)

ZURICH:
International Trade Fair for High Precision Techniques, Dimensional Measurement and Control (Microtecnic) – January 28-February 2, 1971
Joint venture with the Gauge and Tool Makers' Association.
(T. E. Kerfoot, Ext. 7011)

LOS ANGELES:
'Target California'
Western Metal and Tool Exposition (Westec) – March 8-12, 1971
Joint venture with the Machine Tools Trade Association.
(C. J. Mather, Ext. 265)

CLEVELAND:
Plant Engineering and Maintenance Show – March 22-25, 1971
Joint venture with appropriate trade association.
(P. J. Dring, Ext. 7097).

BUDAPEST:
British Engineering Week – March 22-26, 1971
Exhibition/Symposium organized by The Department of Trade and Industry.
(B. L. Banks, Ext. 7213)

HOUSTON:
16th Annual International Gas Turbine Conference and Products Show – March 28-April 1, 1971
Joint venture with the British Electrical and Allied Manufacturers' Association.
(Mrs. G. Naughton, Ext. 7204)

PARIS:
International Exhibition of Confectionery, Chocolate and Biscuits – April 24-27, 1971
Joint venture with British Food Export Council.
(Miss D. Wilmot, Ext. 7211)

SAN FRANCISCO:
'Target California'
American Welding Society Annual Meeting and Welding Exposition – April 26-28, 1971
Joint venture with the Welding Institute.
(C. J. Mather, Ext. 265)

PHILADELPHIA:
Society of Mechanical Engineers Material Engineering Conference and Tool Exhibition (SME) – April 26-30, 1971
Joint venture with Machine Tool Trades Association.
(Mrs. G. Naughton, Ext. 7204)

SASKATOON:
Engineering Exhibition 'Index '71' – May 17-19, 1971
Joint venture with the London Chamber of Commerce.
(Mrs. G. Naughton, Ext. 7204)

TEL AVIV:
International Trade Fair (Technology) – June 7-17, 1971
The Department of Trade and Industry will organize a British Pavilion at this event.
(J. A. Swinton, Ext. 7209)

BASLE:
International Water Sewage and Air Purification Exhibition – (PRO-AQUA) – June 8-12, 1971
Joint venture with the London Chamber of Commerce.
(T. E. Kerfoot, Ext. 7011)

MOSCOW:
British Exhibition of Machine Tools – July 22-August 2, 1971
Joint venture with the Machine Tool Trades Association.
(J. R. Schaffer, Ext. 7246)

MELBOURNE:
6th International Engineering Show – August 2-7, 1971
Joint venture with appropriate trade association.
(Mrs. I. M. Janzen, Ext. 7093)

BASLE:
International Exhibition of Laboratory Chemical Engineering Measurement and Automation Techniques in Chemistry (ILMAC) – September 13-18, 1971
Joint venture with appropriate trade association.
(T. E. Kerfoot, Ext. 7011)

HELSINKI:
International Technical Fair – September 14-18, 1971
Joint ventures with:
(i) London Chamber of Commerce
(ii) Birmingham Chamber of Commerce and Industry and other appropriate trade associations.
(A. G. Pearson, Ext. 7207)

ZURICH:
British Technological Symposium – September 20-24, 1971
Possible associated joint venture with the London Chamber of Commerce
(T. E. Kerfoot, Ext. 7011)

MILAN:
European Machine Tool Exhibition – October 2-10, 1971
Joint venture with the Machine Tool Trades Association.

Make a date with business

If you're in the Hardware trade, you need to be in London at the end of January.
For five action-packed days, over 30,000 products (many of them new) from 80 different countries will be displayed under one roof.
40,000 buyers are expected, from all over the world to see the latest in hand tools, housewares, ironmongery, hardware—everything involved in equipping and maintaining home and garden will be exhibited.
Make sure your Company is represented. Write now for free tickets and full details to:
Universal Exhibitions Ltd., P.O. Box 43, High Wycombe, Bucks.

Come to the
International Hardware Trades Fair
Olympia, London
Jan 25—29
1971

DETROIT:
Materials Engineering Exposition – October 18-20, 1971
Joint venture with the appropriate trade association.
(P. J. Dring, Ext. 7097)

STOCKHOLM:
Technical Fair – September 29-October 5, 1971
Joint ventures with:
(i) Birmingham Chamber of Commerce and Industry.
(ii) London Chamber of Commerce and others.
(Miss J. M. Coker, Ext. 308)

PARIS:
International Hydraulics and Compressed Air Exhibition – November 29-December 4, 1971
Joint venture with appropriate trade association.
(Miss D. Wilmot, Ext. 7211)

TOKYO:
British Capital Goods Exhibition – November, 1971
Joint venture with appropriate trade association.
(Mrs. I. M. Janzen, Ext. 7039)

1972

ZURICH:
Swiss Driving Power Techniques Exhibition – March, 1972
Joint venture with the British Gear Manufacturers Assocation.
(T. E. Kerfoot, Ext. 7011)

TOKYO:
5th Advanced Imported Woodworking Machinery Exhibition – March, 1972
Joint venture with appropriate trade association.
(Mrs. I. M. Janzen, Ext. 7093)

MILAN:
International Exhibition of Hydraulic Pneumatic and Lubricating Apparatus (Fluid '72) – March or May, 1972
Joint venture with appropriate trade association.
(Miss F. King, Ext. 7092)

MALMO:
Mechanical Industries Fair (MEKANIK '72) – April, 1972
Joint venture with appropriate trade association.
(Miss J. M. Coker, Ext. 308)

TORONTO:
National Industrial Production Show – May 8-12, 1972
Joint venture with Gauge and Tool Makers Association and other appropriate trade associations.
(Mrs. G. Naughton, Ext. 7204)

SYDNEY:
International Engineering Exhibition – August, 1972
Joint venture with appropriate trade association.
(Mrs. I. M. Janzen, Ext. 7093)

STOCKHOLM:
Technical Fair – October, 1972
Joint venture with the appropriate trade association.
(Miss J. M. Coker, Ext. 308)

ZURICH:
International Hydraulics and Pneumatics Exhibition – November, 1972
Joint venture with appropriate trade association.
(T. E. Kerfoot, Ext. 7011)

Fancy Goods, Jewellery and Giftware

MILAN:
International Fancy Goods Stationery and Giftware Exhibition Chi-Bi-Car – February, 1971
Joint venture with the British Artmetal Manufacturers Export Group and other appropriate trade associations.
(Miss F. King, Ext. 7092)

NEW YORK:
International Jewellery Trade Show – July, 1971
Joint venture with British Jewellery and Giftware Federation Ltd.
(H. Gladwell, Ext. 318)

1972

MILAN:
International Fancy Goods Stationery and Giftware Exhibition Chi-Bi-Car – February, 1972
Joint venture with the British Artmetal Manufacturers Export Group and other appropriate trade associations.
(Miss F. King, Ext. 7092)

Foodstuffs, Food Machinery, Hotel and Catering Equipment

1970

GOTHENBURG:
Hotel and Restaurant Exhibition (INTERREST '70) – November 2-6, 1970
Joint venture with the London Chamber of Commerce.
(Miss J. M. Coker, Ext. 308)

COLOGNE:
International Trade Exhibition of Grill and Snack Bar Services (EUROSNACK) – November 7-11, 1970
Joint venture with the London Chamber of Commerce.
(S. Bickel, Ext. 7216)

NEW YORK:
National Hotel and Motel Exposition – November 9-12, 1970
Joint venture with London Chamber of Commerce.
(H. Gladwell, Ext. 318)

PARIS:
International Food Exhibition (SIAL) – November 9-15, 1970
Joint venture with the British Food Export Council.
(Miss D. Wilmot, Ext. 7211)

HELSINKI:
Food Fair – November 11-15, 1970
Joint venture with London Chamber of Commerce.
(A. G. Pearson, Ext. 7207)

1971

SAN FRANCISCO:
British Food Samples Show – February 7-10, 1971
Joint venture with the British Food Export Council.
(C. J. Mather, Ext. 265)

PARIS:
International Exhibition of Confectionery, Chocolate and Biscuits – April 24-27, 1971
Joint venture with British Food Export Council.
(Miss D. Wilmot, Ext. 7211)

BERLIN:
International Bakery Exhibition (IBA) – May 8-16, 1971
Joint venture with the Bakery Equipment Manufacturers' Society.
(Miss A. Barber, Ext. 7080)

CHICAGO:
National Restaurant-Hotel-Motel Convention and Exhibition – May 22-26, 1971
Joint venture with appropriate trade association.
(P. J. Dring, Ext. 7097)

MOSCOW:
International Exhibition of Modern Equipment for Trade and Public Catering Establishments (Intorgmash) – May 26-June 9, 1971
The Department of Trade and Industry may organize a British Pavilion at this event.
(J. R. Schaffer, Ext. 7246)

SAO PAULO:
International Food and Agriculture Technology Fair – July 9-18, 1971
Joint venture with appropriate trade association.
(Miss F. King, Ext. 7092)

DUBLIN:
Irish International Food and Drink Fair – September 4-11, 1971
Joint venture with the British Food Export Council.
(K. R. Timmins, Ext. 7104)

MUNICH:
International Brewery and Beverage Machinery Exhibition (Interbrau) – September 13-18, 1971
Joint ventures with:
(i) The Brewery and Bottling Engineers' Association
(ii) Allied Brewery Traders' Association.
(K. J. C. Edgington, Ext. 7201)

COLOGNE:
International Fine Foods and Provisions Exhibiton (Anuga) – September 25-October 1, 1971
Joint venture with British Food Export Council.
(S. Bickel, Ext. 7216)

NEW YORK:
National Fancy Food and Confection Show – September 1971
Joint venture with British Food Export Council.
(H. Gladwell, Ext. 318)

MALMO:
5th International Hotel and Restaurant Show (RESTA V) – October 5-8, 1971
Joint venture with the London Chamber of Commerce.
(Miss J. M. Coker, Ext. 308)

BASLE:
International Hotel and Catering Exhibition (IGEHO) – November 17-23, 1971
Joint venture with the London Chamber of Commerce.
(T. E. Kerfoot, Ext. 7011)

1972

PARIS:
International Exhibition of Confectionery, Chocolate and Biscuits (INTERSUC) – April 1972
Joint venture with the British Food Export Council.
(Miss D. M. Wilmot, Ext. 7211)

VIENNA:
International Food Exhibition (AIDA) – June 24-July 2, 1972
Joint venture with appropriate trade association.
(K. R. Timmins, Ext. 7104)

GOTHENBURG:
Hotel and Restaurant Exhibition (INTERREST 72) – October/November 1972
Joint venture with the apprpopriate trade association.
(Miss J. M. Coker, Ext. 308)

Footwear

1971

NEW YORK:
National Shoe Fair – March 7-10, 1971
Joint venture with British Footwear Manufacturers Federation.
(H. Gladwell, Ext. 318)

DUSSELDORF:
European Footwear Samples Display (GDS) – April 1971
Joint venture with British Footwear Manufacturers' Federation.
(Miss H. McKinlay, Ext. 7203)

DUSSELDORF:
European Footwear Samples Display (GDS) – September 1971
Joint venture with British Footwear Manufacturers' Federation.
(Miss H. McKinlay, Ext. 7203)

MONTREAL:
Canadian Shoe and Leather Fair – eptember 1971
Joint venture with the British Footwear Manufacturers' Federation.
(Mrs. G. Naughton, Ext. 7204)

1972

DUSSELDORF:
European Footwear Samples Display (GDS) – April 1972
Joint venture with British Footwear Manufacturers' Federation.
(Miss H. McKinlay, Ext. 7203)

DUSSELDORF:
European Footwear Samples Display (GDS) – September 1972
Joint venture with British Footwear Manufacturers' Federation.
(Miss H. McKinlay, Ext. 7203)

MONTREAL:
Canadian Shoe Fair – September 1972
Joint venture with British Footwear Manufacturers' Federation.
(Mrs. G. Naughton, Ext. 7204)

Furniture, Furnishings, Household Equipment and Hardware

1970

TORONTO:
National Interior Design Show – November 12-14, 1970
Joint venture with British Carpets Promotion Council.
(Mrs. G. Naughton, Ext. 7204)

1971

NEW YORK:
International Home Furnishings Fair – January 10-14, 1971
Joint venture with British Furniture Manufacturers' Export Club.
(H. Gladwell, Ext. 318)

TORONTO:
Floor Covering Show – January 11-16, 1971
Joint venture with British Carpets Promotion Council.
(Mrs. G. Naughton, Ext. 7204)

FRANKFURT:
International Fair for Home Furnishing Textiles – January 13-17, 1971
Joint ventures with:
(i) The Textile Promotion Consultative Committee.
(ii) The Irish Linen Guild.
(iii) The Federation of British Carpet Manufacturers.
(K. J. C. Edgington, Ext. 7201)

PARIS:
International Carpet and Floor Covering Exhibition – January 20-25, 1971
Joint venture with the Federation of British Carpet Manufacturers.
(Miss D. Wilmot, Ext. 7211)

PARIS:
International Furniture Exhibition – January 21-25, 1971
Joint venture with British Furniture Manufacturers' Federated Associations.
(Miss D. Wilmot, Ext. 7211)

COLOGNE:
International Housewares and Domestic Appliances Fair – February 14-17, 1971
Joint ventures with:
(i) British Artmetal Manufacturers' Export Group.
(ii) Association of Manufacturers of Domestic Electrical Appliances.
(iii) Hardware Manufacturers' Association.
(iv) United Kingdom Cutlery and Silverware Manufacturers' Association.
(v) Council for Small Industries in Rural Area.
(vi) Engineering and Building Centre, Birmingham.
(S. Bickel, Ext. 7216)

COLOGNE:
International Hardware Fair – March 7-10, 1971
Joint ventures with:
(i) Federation of British Handtool Manufacturers Association.
(ii) Federation of British Horticultural Manufacturers Association.
(iii) Hardware Manufacturers Association.
(S. Bickel, Ext. 7216)

COLOGNE:
International Fair of Accessories and Materials used for Woodworking, Furniture, Upholstery, Furniture and Mattresses for House, Ship and Vehicle Building, and Light Constructional Work (Interzum) – May 13-16, 1971
Joint venture with appropriate trade association.
(S. Bickel, Ext. 7216)

MILAN:
Carpet and Furnishing Textiles Fair – May, 1971
Joint venture with appropriate trade association.
(Miss F. King, Ext. 7092)

STOCKHOLM:
Carpet Exhibition (Golvex) – August, 1971
Joint venture with the Federation of British Carpet Manufacturers.
(Miss J. M. Coker, Ext. 308)

MILAN:
International Household Goods and Hardware Exhibition (Macef) – September, 1971
Joint venture with the British Artmetal Manufacturers Export Group and other appropriate trade associations.
(Miss F. King, Ext. 7092)

COLOGNE:
International Household Goods and Hardware Fair – September, 1971
Joint ventures with:
(i) British Artmetal Manufacturers Export Group.
(ii) Federation of British Horticultural Exporters.
(S. Bickel, Ext. 7216)

LYONS:
International Furniture and Furnishing Accessories Exhibition (Meuropam & Promeuropam) – October, 1971
Joint ventures with:
(i) The British Carpet Manufacturers Federation.
(ii) British Furniture Manufacturers Federation.
(R. J. Ager, Ext. 7205)

UTRECHT:
International Furniture Exhibition – November 8-13, 1971
Joint venture with the British Furniture Manufacturers Federated Associations.
(T. E. Kerfoot, Ext. 7011)

TORONTO:
National Interior Design Show – November, 1971
Joint venture with British Carpets Promotion Council.
(Mrs. G. Naughton, Ext. 7204)

1972

FRANKFURT:
International Trade Fair for Home Furnishing Textiles – January 12-16, 1972
Joint ventures with:
(i) The Textile Promotion Consultative Committee.
(ii) The Irish Linen Guild.
(iii) Federation of British Carpet Manufacturers.
(K. J. C. Edgington, Ext. 7201)

TORONTO:
Floor Covering Show – January, 1972
Joint venture with the British Carpets Promotion Council.
(Mrs. G. Naughton, Ext. 7204)

COLOGNE:
International Furniture Fair – January, 1972
Joint venture with British Furniture Manufacturers Federation.
(S. Bickel, Ext. 7216)

PARIS:
International Carpet and Floor Covering Exhibition – January, 1972
Joint venture with the Federation of British Carpet Manufacturers.
(Miss D. Wilmot, Ext. 7211)

TORONTO:
Canadian Hardware Show – February, 1972
Joint venture with Hardware Manufacturers Association.
(Mrs. G. Naughton, Ext. 7204)

COLOGNE:
International Household Goods and Hardware Fair – February, 1972
Joint venture with:
(i) Association of Manufacturers of Domestic Electrical Appliances.
(ii) British Artmetal Manufacturers Export Group.
(iii) Federation of British Hand Tool Manufacturers.
(iv) Federation of British Horticultural Exporters.
(v) Engineering and Building Centre, Birmingham.
(vi) Hardware Manufacturers Association.
(vii) United Kingdom Cutlery and Silverware Asociation.
(S. Bickel, Ext. 7216)

MILAN:
Carpet and Furnishing Textiles Fair – May, 1972
Joint venture with appropriate trade association.
(Miss F. King, Ext. 7092)

STOCKHOLM:
Carpet Exhibition (Golvex) – August, 1972
Joint venture with the Federation of Briish Carpet Manufacturers.
(Miss J. M. Coker, Ext. 308)

BASLE:
International Hardware Fair (Interferex) – September, 1972
Joint venture with appropriate trade association.
(T. E. Kerfoot, Ext. 7011)

COLOGNE:
International Household Goods and Hardware Fair – September, 1972
Joint ventures with:
(i) Federation of British Horticultural Exporters.
(ii) British Artmetal Manufacturers Export Group.
(S. Bickel, Ext. 7216)

MILAN:
International Household Goods and Hardware Exhibition (Macef) – September, 1972
Joint venture with appropriate trade association.
(Miss F. King, Ext. 7092)

LYONS:
International Furniture and Furnishing Accessories Exhibition (Meuropam and Pre-Meuropam) – October, 1972
Joint venture with appropriate trade association.
(R. J. Ager, Ext. 7205)

TORONTO:
National Interior Design Show – November, 1972
Joint venture with the British Carpets Export Promotion Council.
(Mrs. G. Naughton, Ext. 7204)

Heating and Ventilating

1971

UTRECHT:
International Heating Refrigeration and Air Conditioning Exhibition – February 16-20, 1971
Joint venture with thte Heating, Ventilating and Air Conditioning Manufacturers Association.
(T. E. Kerfoot, Ext. 7011)

FRANKFURT:
International Exhibition for Heating and Plumbing Equipment – March 31-April 4, 1971
Joint venture with the Heating, Ventilating and Air Conditioning Manufacturers Association Ltd.
(K. J. C. Edgington, Ext. 7201)

1972

MILAN:
Thirteenth Exhibition and Congress for Heating, Ventilation, Refrgeration and Sanitary Engineering (Mostra Convegno) – March 1-7, 1972
Joint venture with appropriate trade association.
(Miss F. King, Ext. 7092)

Hospital, Medical, Surgical and Dental Equipment

1970

HELSINKI:
Physicians Days – November 15-20, 1970
Joint venture with Association of the British Pharmaceutical Industry.
(A. G. Pearson, Ext. 7207)

1971

BASLE:
International Fair for Medical Electronics and Bio Engineering (Medex) – March 9-13, 1971
Joint venture with the British Electrical and Allied Manufacturers Association.
(T. E. Kerfoot, Ext. 7011)

ZURICH:
International Trade Fair for Hospital and Medical Equipment (Ifas) – May 5-9, 1971
Joint venture with the London Chamber of Commerce.
(T. E. Kerfoot, Ext. 7011)

STUTTGART:
International Hospital Exhibition (Interhospital' 71) – May 11-14, 1971
Joint venture with the Surgical Instrument Equipment and Appliance Group.
(K. J. C. Edgington, Ext. 7201)

AMSTERDAM:
International Optometric and Optical Congress and Exhibition – June 7-10, 1971
Joint venture with the Association of Contact Lens Manufacturers Ltd.
(T. E. Kerfoot, Ext. 7011)

DUBLIN:
International Medical and Hospital Equipment Exhibition and Congress – June 13-18, 1971
Joint venture with British Hospitals Export Council.
(K. R. Timmins, Ext. 7104)

AMSTERDAM:
International Congress and Exhibition of Radiology (Radex) – June 14-18, 1971
Joint venture with British Electrical and Allied Manufacturers Association.
(T. E. Kerfoot, Ext. 7011)

MUNICH:
Eighteenth International Dental Exhibition – June 17-21, 1971
Joint venture with the British Dental Trade Association.
(K. J. C. Edgington, Ext. 7201)

MELBOURNE:
Ninth International Conference on Medical and Biological Engineering – 23-27, 1971
Joint venture with appropriate trade association.
(Mrs. I. M. Janzen, Ext. 7093)

HELSINKI:
Physicians Days – November, 1971
Joint venture with Association of British Pharmaceutical Industry.
(A. G. Pearson, Ext. 7207)

1972

HELSINKI:
Physicians Days – November, 1972
Joint ventures with appropriate trade associations.
(A. G. Pearson, Ext. 7207)

Laundry and Allied Services

1970

PARIS:
International Laundry, Dyeing and Dry Cleaning Machinery Exhibition – December 5-14, 1970
Joint venture with the Society of Laundry Engineers and Allied Trades Ltd.
(Miss D. Wilmot, Ext. 7211)

Leather, Leather Goods and Fur

1971

OFFENBACH:
International Leather Goods Fair – February, 1971
Joint venture with the British Leather Goods Manufacturers Association.
(Miss A. Barber, Ext. 7080)

PARIS:
International Fur Trade Exhibition – April 17-22, 1971
Joint venture with the appropriate trade association.
(Miss D. Wilmot, Ext. 7211)

FRANKFURT:
International Fur Fair – April 24-28, 1971
Joint venture with the British Fur Trade Association.
(Miss A. Barber, Ext. 7080)

NEW YORK:
International Leathergoods Show – May 11-13, 1971
Joint venture with British Leathergoods Manufacturers Association.
(H. Gladwell, Ext. 318)

OFFENBACH:
International Leather Goods Fair – August-September, 1971
Joint venture with the British Leather Goods Manufacturers Association.
(Miss A. Barber, Ext. 7080)

PARIS:
International Leather Week – September 10-15, 1971
Joint venture with appropriate trade associations.
(Miss D. Wilmot, Ext. 7211)

1972

BOLOGNA:
International Shoe and Leather Fair – March, 1972
Joint venture with the Leather Institute.
(Miss F. King, Ext. 7092)

PARIS:
International Fur Trade Exhibition – April, 1972
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)

FRANKFURT:
Internatonal Fur Fair – April, 1972
Joint venture with appropriate trade association.
(Miss A. Barber, Ext. 7080)

OFFENBACH:
International Leather Goods Fair – August, 1972
Joint venture with appropriate trade association.
(Miss A. Barber, Ext. 7080)

Motor Vehicles, Motor Cycles and Cycles

1970

CHICAGO:
Automotive Parts and Accessories Association Show – November 9-11, 1970
Joint venture with the Society of Motor Manufacturers and Traders.
(P. J. Dring, Ext. 7097)

SAN FRANCISCO:
'Target California' Import Automobile Show – November 25-29, 1970
Joint venture with the Society of Motor Manufacturers and Traders.
(C. J. Mather, Ext. 265)

1971

LONG BEACH, CALIFORNIA:
'Target California' Motor Cycle and Accessory Trade Show – January 7-10, 1971
Joint venture with the Cycle and Motor Cycle Association Limited.
(C. J. Mather, Ext. 265)

DETROIT:
SAE Automotive Engineering Exposition and Congress – January 11-15, 1971
Joint venture with the Society of Motor Manufacturers and Traders.
(P. J. Dring, Ext. 7097)

COPENHAGEN:
Sports and Racing Car Exhibition – January 29-February 7, 1971
Joint venture with the Society of Motor Manufacturers and Traders.
(R. J. Ager, Ext. 7205)

ZURICH:
International Cycle and Motor Cycle Exhibition – February 24-March 1, 1971
Joint venture with the Cycle and Motor Cycle Association.
(T. E. Kerfoot, Ext. 7011)

VANCOUVER:
British Motor Show – February, 1971
Joint venture with the Society of Motor Manufacturers and Traders.
(Mrs. G. Naughton, Ext. 7204)

MALMO:
Motor Show – March 27-April 4, 1971
Joint venture with the Society of Motor Manufacturers and Traders.
(Miss J. M. Coker, Ext. 308)

BELGRADE:
International Fair of Engines and Motor Vehicles – April 16-25, 1971
Joint venture with the Society of Motor Manufacturers and Traders.
(B. L. Banks, Ext. 7213)

MONTREAL:
British Motor Show – April, 1971
Joint venture with the Society of Motor Manufacturers and Traders.
(Mrs. G. Naughton, Ext. 7204)

MINNEAPOLIS:
International Snowmobile Trade Show – June 2-4, 1971
Joint venture with appropriate trade association.
(P. J. Dring, Ext. 7097)

FRANKFURT:
International Motor Show – September 16-26, 1971
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(K. J. C. Edgington, Ext. 7201)

PARIS:
International Motor Exhibition – October 7-17, 1971
Joint venture with appropriate trade association.
(Miss D. Wilmot, Ext. 7211)

MILAN:
International Cycle and Motorcycle Exhibition – November, 1971
Joint venture with the appropriate trade association.
(Miss F. King, Ext. 7092)

CHICAGO:
Automotive Parts and Accessories Association (APAA) Show – November, 1971
Joint venture with the Society of Motor Manufacturers and Traders.
(P. J. Dring, Ext. 7097)

1972

AMSTERDAM:
International Cycle and Motorcycle Exhibition – February, 1972.
Joint venture with appropriate trade association.
(T. E. Kerfoot, Ext. 7011)

COPENHAGEN:
Sports and Racing Car Exhibition – February, 1972
Joint venture with appropriate trade association.
(R. J. Ager, Ext. 7205)

MALMO:
Motor Show – February/March, 1972
Joint venture with the Society of Motor Manufacturers and Traders.
(Miss J. M. Coker, Ext. 308)

GENEVA:
International Motor Show – March, 1972
Joint venture with the Society of Motor Manufacturers and Traders.
(T. E. Kerfoot, Ext. 7011)

BELGRADE:
International Fair of Engines and Motor Vehicles – April, 1972
Joint venture with the appropriate trade association.
(B. L. Banks, Ext. 7213)

COLOGNE:
International Cycle and Motorcycle Exhibition (IFMA) – September 1972
Joint venture with Cycle and Motor Cycle Association.
(S. Bickel, Ext. 7216)

Music and Musical Instruments

1971

CANNES:
International Record and Music Publishing Market (Midem) – January 17-22, 1971
Joint ventures with:
(i) The Music Publishers Association.
(ii) The British Phonographic Industry.
(R. J. Ager, Ext. 7205)

CHICAGO:
Music Industry Trade Show and Convention – June 27-July 1, 1971
Joint venture with the appropriate trade association.
(P. J. Dring, Ext. 7097)

1972

CANNES:
International Record and Music Publishing Market (Midem) – January, 1972
Joint venture with appropriate trade association.
(R. J. Ager, Ext. 7205)

Office Machinery and Equipment

1970

ZAGREB:
International Office Machinery and Equipment Exhibition 'Interbiro' – November, 16-22, 1970
Joint venture with Business Trades Association.
(B. L. Banks, Ext. 7213)

1971

KUWAIT:
British Trade Drive, Business Equipment Exhibition – January 24-28, 1971
Joint venture with the Business Equipment Trades Association.
(J. A. Swinton, Ext. 7209)

VIENNA:
International Office Organization Exhibition (IFABO) – February 7-10, 1971
Joint venture with the Business Equipment Trades Association.
(K. R. Timmins, Ext. 7104)

ATLANTIC CITY:
Spring Joint Computer Conference – May 17-20, 1971
Joint venture with the Business Equipment Trades Association.
(Mrs. G. Naughton, Ext. 7204)

LJUBLJANA:
International Congress and Exhibition on Information Processing – August 23-28, 1971
Joint venture with the Business Equipment Trades Association.
(B. L. Banks, Ext. 7213)

MILAN:
International Office Machinery and Equipment Exhibition – September, 1971
Joint venture with Business Equipment Trades Association.
(Miss F. King, Ext. 7092)

STOCKHOLM:
Data 71 – Data Processing and Equipment Fair – October 20-27, 1971
Joint venture with the Business Equipment Trade Association.
(Miss J. M. Coker, Ext. 308)

COLOGNE:
International Exhibition of Organisation and Technique in Office and Works (Orgatechnik) – October 24-28, 1971
Joint venture with appropriate trade association.
(S. Bickel, Ext. 7216)

ZAGREB:
International Office Machinery and Equipment Exhibition 'Interbiro' – November, 1971
Joint venture with appropriate trade association.
(B. L. Banks, Ext. 7213)

1972

VIENNA:
International Office Organization Exhibition (IFABO) – February, 1972
Joint venture with appropriate trade association.
(K. R. Timmins, Ext. 7104)

MILAN:
International Office Machinery and Equipment Exhibition (SMAU) – September, 1972
Joint venture with appropriate trade association.
(Miss F. King, Ext. 7092)

STOCKHOLM:
Office 72 Exhibition – October/November, 1972
Joint venture with the appropriate trade association.
(Miss J. M. Coker, Ext. 308)

Packaging Machinery and Materials including Containers

1970

PARIS:
International Packaging Exhibition – November 9-15, 1970
Joint venture with the Institute of Packaging.
(Miss D. Wilmot, Ext. 7211)

1971

CHICAGO:
National Packaging Exposition – May 3-6, 1971
Joint venture with the Institute of Packaging.
(P. J. Dring, Ext. 7097)

BRNO:
International Packaging Exhibition 'Embax' – June 21-25, 1971
Joint venture with appropriate trade association.
(B. L. Banks, Ext. 7213)

DUBLIN:
International Packaging Exhibition – September 27-October 1, 1971
Joint venture with Institute of Packaging.
(K. R. Timmins, Ext. 7104)

ATLANTIC CITY:
Packaging Machinery Show – November 15-18, 1971
Joint venture with the Institute of Packaging.
(Mrs. G. Naughton, Ext. 7204)

1972

TOKYO:
International Packaging Show – June, 1972
Joint venture with appropriate trade association.
(Mrs. I. M. Janzen, Ext. 7093)

Photographic Equipment

1971

CHICAGO:
Photo Expo 1971 – April 15-17, 1971
Joint venture with the British Photographic Export Group.
(P. J. Dring, Ext. 7097)

Pottery and Glassware

1971

PARIS:
International China, Glassware and Pottery Exhibition – March 28-April 2, 1971
Joint venture with the British Pottery Manufacturers Federation.
(Miss D. Wilmot, Ext. 7211)

CHICAGO:
American Ceramic Society Exposition – April 24-29, 1971
Joint venture with the British Ceramic Plant and Machinery Manufacturers Association.
(P. J. Dring, Ext. 7097)

1972

PARIS:
International China, Glassware and Pottery Exhibition (Arts Du Feu) – April, 1972
Joint venture with British Pottery Manufacturers Federation.
(Miss D. M. Wiimot, Ext. 7211)

PHILADELPHIA:
American Ceramic Society Exposition – May, 1972
Joint venture with the British Ceramic Plant and Machinery Manufacturers' Association.
(Mrs. G. Naughton, Ext. 7204)

Printing, Stationery and Printing Machinery

1971

NEW YORK:
Stationery Show – May 16-20, 1971
Joint venture with British Stationery and Office Equipment Association.
(H. Gladwell, Ext. 318)

Scientific Instruments and Nuclear Equipment

1970

WASHINGTON:
International Atomic Energy Conference and Exhibition – Atom Fair '70 – November 15-19, 1970
Joint venture with the British Nuclear Forum.
(Mrs. G. Naughton, Ext. 7204)

SAO PAULO:
Recife, Rio de Janeiro – November 17-29, 1970
Symposium/Exhibition Sponsored by the Scientific Instrument Manufacturers' Association.
(Miss F. King, Ext. 7092)

CHICAGO:
Federation of American Societies for Experimental Biology Exhibition – April 13-19, 1971
Joint venture with the Scientific Instrument Manufacturers Association of Great Britain.
(P. J. Dring, Ext. 7097)

GENEVA:
Conference and Exhibition of Peaceful Uses of Atomic Energy – September 6-16, 1971
Joint venture with the British Nuclear Forum.
(T. E. Kerfoot, Ext. 7011)

CHICAGO:
Instrument Automation Conference and Exhibition – October 4-7, 1971
Joint venture with appropriate trade association.
(P. J. Dring, Ext. 7097)

DUSSELDORF:
International Congress and Exhibition of Instrumentation and Automation (Interkama) – October 14-20, 1971
Joint venture with Scientific Instruments Manufacturers Association.
(S. Bickel, Ext. 7216)

Ships and Boats

1971

NEW YORK:
National Boat Show – January 20-31, 1971
Joint venture with the Ship and Boat Builders National Federation.
(H. Gladwell, Ext. 318)

HAMBURG:
International Boat Show – January 22-31, 1971
Joint venture with the Ship and Boat Builders National Federation.
(Miss H. McKinlay, Ext. 7203)

MIAMI:
International Boat Show – February 19-24, 1971
Joint venture with the Ship and Boat Builders National Federation
(Mrs. G. Naughton, Ext. 7204)

AMSTERDAM:
International Boat and Camping Exhibition (HISWA) – March 5-14, 1971
Joint venture with the Ship and Boat Builders National Federation.
(T. E. Kerfoot, Ext. 7011)

STOCKHOLM:
International Boat Show – March 20-April 4, 1971
Joint venture with Ship and Boat Builders National Federation.
(Miss J. M. Coker, Ext. 308)

OSLO:
International Shipping Exhibition – May 10-15, 1971
Joint ventures with:
(i) British Marine Equipment Council.
(ii) Shipbuilders and Repairers National Association.
(R. J. Ager, Ext. 7205)

CHICAGO:
Marine Trades Exhibit and Conference – September, 1971
Joint venture with the Ship and Boat Builders National Federation.
(P. J. Dring, Ext. 7097)

AMSTERDAM:
International Shipbuilding, Marine Engine and Port Equipment Exhibition (Europort) – November, 1971
Joint venture with appropriate trade association.
(T. E. Kerfoot, Ext. 7011)

1972

HAMBURG:
International Boat Show – January, 1972
Joint venture with the Ship and Boat Builders National Federation.
(Miss H. McKinlay, Ext. 7203)

MIAMI:
International Boat Show – February, 1972
Joint venture with the Ship and Boat Builders National Federation.
(Mrs. G. Naughton, Ext. 7204)

AMSTERDAM:
International Boat and Camping Exhibition (HISWA) – March, 1972
Joint venture with appropriate trade association.
(T. E. Kerfoot, Ext. 7011)

STOCKHOLM:
International Boat Show – March, 1972
Joint venture with the Ship and Boat Builders National Federation.
(Miss J. M. Coker, Ext. 308)

ATHENS:
International Shipping Exhibition (POSIDONIA) – June, 1972
Joint venture with appropriate trade association.
(K. R. Timmins, Ext. 7104)

Sports Goods and Camping Equipment, including Caravans

1971

CHICAGO:
National Sporting Goods Association Show – February 7-11, 1971
Joint ventures with:
(i) The Federation of British Manufacturers of Sports and Games.
(ii) The Camping Trades Association of Great Britain Limited.
(P. J. Dring, Ext. 7097)

COLOGNE:
International Trade Fair of Sports Goods Camping Equipment and Garden Furniture (SPOGA) – October, 1971
Joint ventures with:
(i) Camping Trade Association of Great Britain.
(ii) Federation of British Manufacturers of Sports and Games.
(S. Bickel, Ext. 7216)

1972

TORONTO:
Canadian National Sports Men's Show – March, 1972
Joint venture with the National Caravan Council.
(Mrs. G. Naughton, Ext. 7204)

COLOGNE:
International Trade Fairs of Sports Goods, Camping Equipment and Garden Furniture (SPOGA) – October, 1972
Joint ventures with:
(i) Camping Trade Association of Great Britain.
(ii) Federation of British Manufacturers of Sports and Games.
(S. Bickel, Ext. 7216)

Textiles and Textile Machinery

1970

FRANKFURT:
International Textiles for Clothing Exhibition (INTERSTOFF) – November 17-20, 1970
Joint venture with the Textile Promotion Consultative Committee.
(K. J. C. Edgington, Ext. 7201)

1971

FRANKFURT:
International Fair for Home Furnishing Textiles – January 13-17, 1971
Joint ventures with:
(i) The Textile Promotion Consultative Committee.
(ii) The Irish Linen Guild.
(iii) The Federation of British Carpet Manufacturers.
(K. J. C. Edgington, Ext. 7201)

FRANKFURT:
International Textile for Clothing Exhibition (INTERSTOFF) – May 24-27, 1971
Joint venture with the Textile Promotion Consulative Committee.
(K. J. C. Edgington, Ext. 7201)

PARIS:
Sixth International Textile Machinery Exhibition – June 22-July 1, 1971
Joint venture with the British Textile Machinery Organization (TREX).
(Miss D. Wilmot, Ext. 7211)

ATLANTA:
Bobbin Show – September, 1971
Joint venture with the clothing Institute.
(Mrs. G. Naughton, Ext. 7204)

FRANKFURT:
International Textile for Clothing Exhibition (INTERSTOFF) – November 23-26, 1971
Joint venture with the Textile Promotion Consultative Committee.
(K. J. C. Edgington, Ext. 7201)

1972

FRANKFURT:
International Trade Fair for Home Furnishing Textiles – January 12-16, 1972
Joint ventures with:
(i) The Textile Promotion Consultative Committee.
(ii) The Irish Linen Guild.
(iii) Federation of British Carpet Manufacturers.
(K. J. C. Edgington, Ext. 7201)

ATLANTA:
Bobbin Show – September, 1972
Joint venture with the Clothing Institute.
(Mrs. G. Naughton, Ext. 7204)

Toys and Games

1971

NUREMBERG:
International Toy Fair – February 6-12, 1971
Joint venture with the British Toy Manufacturers Association.
(Miss A. Barber, Ext. 7080)

MONTREAL:
Toy Fair – February 14-19, 1971
Joint venture with British Toy Manufacturers Association.
(Mrs. G. Naughton, Ext. 7204)

NEW YORK:
International Toy Fair – March 7-10, 1971...
Joint venture with British Toy Manufacturers Association.
(H. Gladwell, Ext. 318)

SYDNEY:
International Toy Fair – March 14-18, 1971
Joint venture with the British Toy Manufacturers Association.
(Mrs. I. M. Janzen, Ext. 7093)

1972

NUREMBERG:
International Toy Fair – February 5-11, 1972
Joint venture with the British Toy Manufacturers Association.
(Miss A. Barber, Ext. 7080)

MONTREAL:
Toy Fair – February, 1972
Joint venture with the British Toy Manufacturers Association.
(Mrs. G. Naughton, Ext. 7204)

SYDNEY:
International Toy Fair – March, 1972
Joint venture with appropriate trade association.
(Mrs. I. M. Janzen, Ext. 7093)

Other Specialized Fairs

1970

MILAN:
Industrial Cleaning Maintenance and Sanitation Exhibition (PULISAN) – November 3-8, 1970
Joint venture with the British Institute of Cleaning Science.
(Miss F. King, Ext. 7092)

DUSSELDORF:
International Congress with Exhibition for Oceanology and Exploitation of the Sea (INTEROCEAN) – November 10-15, 1970
Joint venture with the Association of British Oceanological Industries.
(Miss H. McKinlay, Ext. 7203)

VIENNA:
International Exhibition of Vending Machinery and International Congress of Vending (INCOMAT) – November 17-19, 1970
Joint ventures with:
(i) Automatic Vending Association of Britain.
(ii) The Amusement Trades Association.
(K. R. Timmins, Ext. 7104)

NEW YORK:
National Postage Stamp Show (ASDA) – November 20-22, 1970
Joint venture with Philatelic Trades Society.
(H. Gladwell, Ext. 318)

WASHINGTON:
2nd International Clean Air Congress and Exposition – December 6-11, 1970
Joint venture with the National Society for Clean Air.
(Mrs. G. Naughton, Ext. 7204)

PARIS:
Industrial Cleaning Exhibition – December 7-12, 1970
Joint venture with British Institute of Cleaning Science.
(Miss D. Wilmot, Ext. 7211)

1971

ZURICH:
Consumer Durables Exhibition – February 8-13, 1971
Joint venture with the British National Export Council.
(T. E. Kerfoot, Ext. 7011)

GENEVA:
Consumer Durables Exhibition – February 18-23, 1971
Joint venture with the British National Export Council.
(T. E. Kerfoot, Ext. 7011)

NEW YORK:
Interpex Show – March 19-21, 1971
Joint venture with Philatelic Trades Society.
(H. Gladwell, Ext. 318)

AMSTERDAM:
International Cleaning and Maintenance Exhibition (INTERCLEAN) – April 20-23, 1971
Joint venture with the British Institute of Cleaning Science.
(T. E. Kerfoot, Ext. 7011)

TOKYO:
International Stamp Exhibition – April 20-30, 1971
Joint venture with the Philatelic Traders Society Ltd.
(Mrs. I. M. Janzen, Ext. 7093)

BOLOGNA:
International Perfumery and Cosmetics Exhibition – April 28-May 3, 1971
Joint venture with appropriate trade association.
(Miss F. King, 7092)

NEW YORK:
National Premium Show – May 3-6, 1971
Joint venture with British Premium Manufacturers Association.
(H. Gladwell, Ext. 318)

VIENNA:
International Safeguards in Industry Exhibition (6th World Congress for the Prevention of Industrial Accidents and Industrial Diseases) – May 11-14, 1971
Joint venture with the appropriate trade association.
(K. R. Timmins, Ext. 7104)

MELBOURNE:
Australian International Education Exhibition – June 28-July 2, 1971
Joint venture with appropriate trade association.
(Mrs. I. M. Janzen, Ext. 7093)

MOSCOW:
Rolling Stock – July, 1971
Joint venture with Locomotive and Allied Manufacturers Association.
(J. R. Schaffer, Ext. 7246)

MEXICO CITY:
World Veterinary Congress – August 15-21, 1971
Joint venture with appropriate trade association.
(Miss F. King, Ext. 7092)

VIENNA:
International Exhibition of Vending Machinery and International Congress of Vending (INCOMAT) – November, 1971
Joint venture with the appropriate trade association.
(K. R. Timmins, Ext. 7104)

DUSSELDORF:
Industrial Safety and Factory Hygiene Exhibition and Congress – November, 1971
Joint venture with appropriate trade association.
(Miss H. McKinlay, Ext. 7203)

TORONTO:
Canadian Education Showplace – December, 1971
Joint venture with the appropriate trade association.
(Miss G. Adams, Ext. 7204)

1972

HANOVER:
European Educational Aids and Appliances Fair (DIDACTA) – March 14-18, 1972
Joint venture with the Educational Equipment Association.
(K. J. C. Edgington, Ext. 7201)

BOLOGNA:
International Perfumery and Cosmetics Exhibition – April/May, 1972
Joint venture with appropriate trade association.
(Miss F. King, Ext. 7092)

CLEVELAND:
Mining Congress and Coal Show – May 8-12, 1972
Joint venture with the Association of British Mining Equipment Exporters.
(P. J. Dring, Ext. 7097)

WIESBADEN:
International Pet Trades Fair – May, 1972
Joint venture with appropriate trade association.
(Miss A. Barber, Ext. 7080)

TORONTO:
Canadian Education Showplace – December, 1972
Joint venture with the appropriate trade association.
(Mrs. G. Naughton, Ext. 7204)

(c) British Weeks and Store Promotions

1970

SPOKANE, WASHINGTON:
The Crescent (Spokane Drygoods Co.) – October 26-November 7, 1970
This import fair with a British element entitled 'Festival International' will feature men's and women's wear, sporting goods, toys, giftware, jewellery, handbags, leather goods, shoes, objects d'art, linens, cutlery, children's outerwear, knitwear and general goods. The London Buying House is O. Ziegler Limited, 27 Albemarle Street, London, W.1 (Tel. 01-629 1362).
(C. J. Mather, Ext. 265)

WEST AFRICA:
Niamey (Niger), Lome (Togo), Libreville (Gabon), Port Gentil (Gabon), Brazzaville (Congo), Bobo and Dioulasse (Upper Volta), Abidjan (Ivory Coast), Cotonou (Dahomey), Zinder (Niger), Pointe Noire (Congo), and Bangui (Central African Republic), Société Commerciale de l'Quest African, British Fortnight in at least 12 Branches. Following Printania Outlets will also participate: Dakar (Senegal), Abidjan (Ivory Coast), Douala Cameroon), Yaounde (Cameroon), Bangui (Central African Republic), Fort Lamy (Chad), Pointe Noire (Congo). Société Commerciale de l'Quest African British Fortnight – October 26-November 8, 1970
Inquiries to S. Smith, Esq., SCOA, Arthur House, Chorlton Street, Manchester.
(I. F. Stephen, Ext. 7168)

PEORIA, ILLINOIS:
P. A. Bergner & Co. – November 8-21, 1970
This Import Fair called 'Under Two Flags' will feature men's, women's and children's general clothing, sporting goods and china. Interested parties should contact direct Mr. Car Ziltz, vice-president and general merchandising manager, P. A. Bergner & Co., 200 S. W. Adams Street, Peoria Illinois, United States of America.
(P. J. Dring, Ext. 7097)

1971

NEW ZEALAND:
Haywrights, Head Office, Private Bag, Christchurch, New Zealand – February/March, 1971
Christchurch: 97-107 Glouchester Street. Wellington: 206-216 Lambton Quay. Dunedin: 150-182 George Street. Masterton: 192-204 Queen Street. Napier: Emerson Street. Nelson: 211 Trafalgar Street. Blenheim: 39 Market Street. Timaru: Stafford Street. Oamaru: 67-73 Thames Street.
This British Promotion will feature textiles, men's, women's and children's outer and underwear, dress fabrics, china, porcelain, cutlery, flatware, glassware and giftware. Inquiries to Mr. F. W. Stevens (01-499 1543), Myer Emporium (London) Ltd., Melbourne House, 8-12 Brook Street, London, W.1, or Mr. W. Dodge, Marks and Spencer Ltd., Michael House, Baker Street, London, W.1 (01-935 4222).
(Mrs. I. M. Janzen, Ext. 7093)

KUWAIT:
British Trade Drive – March/October, 1971
It is expected to organize a number of joint ventures in this first major Trade Drive in the Middle East. The Drive will culminate with a British Shopping Week from October 10-19, when a number of supporting attractions will be arranged. It is calculated to promote British Consumer Goods during the Shopping Week through upwards of 500 Western-style shops in Kuwait.
(J. A. Swinton, Ext. 7209)

BELGIUM:
British Shopping Weeks 1971, Namur – April 2-10, 1971
Consumer goods.
(J. F. Etherington, Ext. 7242)

GERMANY:
Horten A. G. – September, 1971
Branches of this departmental store in Aachen, Bremerhaven, Dortmund Duisberg, Düsseldorf, Hagen, Hamburg, Heilbronn, Krefeld, Munster, Neuss and Wattencheid will feature a comprehensive range of British Goods. Inquiries to Horten AG 4, Düsseldorf Amseestern 1 (z. Hd. von Herrn Staudacher).
(D. T. Wallis, Ext. 7250)

HAMBURG:
British Trade Week – September 18-25, 1971
A new type of promotion linking consumer goods with capital goods and services, consumer goods will be promoted in the Departmental Stores and Speciality Shops in the principal shopping area of this major German city of 2¼ million inhabitants. An exhibition of consumer durables and a British fashion show will be held during the Week. Commerce Industry and Technology will be the subjects of symposia with supporting exhibits. The Export Council for Europe of BNEC (6-14 Dean Farrar Street, London, S.W.1, Mr. P. L. Stubbs, Tel. 01-930 3121) is co-operating with the Department of Trade and Industry in organizing this promotion.
(D. T. Wallis, Ext. 7250)

SAN FRANCISCO:
British Week – October 1-9, 1971
This major week will be a part of the Trade Drive in California organized by the Department of Trade and Industry and BNEC Committee for United States of America. The British Week is primarily aimed at increasing the sales of British consumer goods in the shops and a shopping 'target area' has been selected for a special sales drive in San Francisco. This drive will be carried out by the British Week Office which has been set up at 120 Montgomery Street, San Francisco, California 94104 (Tel. 989 0180, Telex 340530 A/B Britweek SFO) under the directorship of Mr. A. H. Vine, MBE, who also directed the British Week in Stockholm. United Kingdom firms are asked to take every opportunity to ensure that their products are stocked in San Francisco during the Week. Mr. Brian Masters, of the BNEC Committee for United States of America, 6-14 Dean Farrar Street, London, S.W.1 (Tel. 01-930 3121, Ext. 139) will handle inquiries relating to the work of the committee. The Department of Trade and Industry contact is given below.
(P. K. Guenebault, Ext. 7249)

FRANCE:
Metz Nouvelles Galeries Store Promotion, Place de la Republique Metz – October, 1971
All goods to be featured. Inquiries to Mr. Boudineau.
(R. J. Ager, Ext. 7205)

FRANCE:
Toulouse Super-Suma, Centre Commercial, 31 Toulouse Gramont – November, 1971
All classes of consumer goods. Buying House 52 Rue de Clinchy Paris 9e.
(R. J. Ager, Ext. 7205)

EXPORT HANDBOOKS

The Department of Trade and Industry has issued four Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services', 'Organization for Overseas Marketing' and 'Agency Legislation and Practice Abroad'. Together they contain over 300 pages of information that every exporter should have. To get as many free copies of these four Handbooks as you require for day-to-day use by your export staff, write now to Information Division, United Kingdom Publicity Section (707), DTI, 1 Victoria Street, London, S.W.1.

SECTIONS II—IV

Trade Fairs and Exhibitions

Requests for information about fair costs and conditions should be made to the organizers or United Kingdom agents unless participation, with DTI support, in events (also included in Section I) is being considered. The DTI, Fairs & Promotions Branch, Tower Block, Hillgate House, 26 Old Bailey, London, E.C.4, will be pleased to answer general inquiries about events in Sections II-IV. The telephone number is 01-248 5757, extensions:—

Eastern Europe including Eastern Germany, N. Africa, Middle East	*7246*	*South & Central America, Switzerland, Netherlands, Belgium, Luxembourg, Italy, Spain, Portugal, Austria, Irish Republic, Greece, Turkey, Cyprus, Malta, and Africa*	*505*
Bonn, Cologne, Dortmund, Dusseldorf, Essen and Hamburg	*225*	*Australia, New Zealand, Asia*	*7099*
Other towns in W. Germany	*7180*	*United States; Mid West and West Coast only*	*265*
France, Denmark, Iceland and Norway	*7205*	*Other towns in the United States, Canada, Caribbean*	*7094*
Finland and Sweden	*7207*	*United Kingdom*	*7109*

No responsibility is taken for the standing of organizations or individuals mentioned in these lists, nor for dates, etc., which may be subject to alteration.

* event held annually at approximately the time stated.

† event held in alternate years at approximately the time stated.

SECTION II

European Trade Fairs and Exhibitions

1970 General Fairs

ZAGREB:
New Years Fair – December 16-29
Apply, Exhibitions Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

1971

FRANKFURT:
International Trade Fair (Spring) – February 28-March 4
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

UTRECHT:
International Spring Fair – February 28-March 5
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

VIENNA:
International Spring Trade Fair – March 7-14
* Apply, Office of Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, SW1 (Tel. 01-584 6938).

LEIPZIG:
International Spring Fair – March 14-23
* Apply, Leipzig Fair Agency in Great Britain, 19 Dover Street, London, W2 (Tel. 01-493 3111).

LYONS:
International Trade Fair – March 27-April 5
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. 01-734 0511).

CAGLIARI:
Sardinian International Samples Fair – March
* Apply, The President, Fiera Internazionale Della Sardigna, Quartiere Fieristigo, Viale A. Diaz, Cagliari (Tel. 52.854-51-859-57 888).

LILLE:
International Trade Fair – April 8-19
Apply, Weigel Leygonie & Co Ltd., 31/32 King Street, London, WC2 (Tel. Temple Bar 4825/9).

MILAN:
International Samples Fair – April 14-25
* Apply, Dr. V. Schiazzano, 31 Old Burlington Street, London, W1 (Tel. 01-734 2411).

ZAGREB:
Spring Fair – April 19-25
Apply, Exhibitions Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

HANOVER:
Hanover Fair – April 22-30
* Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, EC2 (Tel. 01-628 7050).

PARIS:
International Fair (Foire de Paris) – April 24-May 9
Apply, French Chamber of Commerce, Park House, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

MARSEILLES:
Spring Fair – April
Apply, British Overseas Media Bureau Representations Ltd., 16-17 Bride Lane, Fleet Street, London, EC4 (Tel. 01-583 0581).

SAARBRUCKEN:
International Saar Fair – April
* Apply, Internationale Saarmesse, 66 Saarbrüken, Messegelände.

Subscription form for Trade and Industry

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How the Department of Trade and Industry can help you to promote your goods overseas

In 1969 the then Board of Trade provided practical help to some 5,600 British firms to exhibit at some 263 trade fairs in 50 different countries; to two major British Weeks and to six British Shopping Weeks; and to 68 store promotions.

The Department of Trade and Industry helps British firms to promote their goods overseas in the following ways.

JOINT VENTURES

Under its Joint Venture Scheme the Department of Trade and Industry provides free space and a shell stand for each firm taking part in a group display sponsored by a trade association or other non profit-making body at an overseas trade fair. In addition, the Department pays up to half the cost of translating firms' sales literature for distribution at the event and, in the case of joint ventures held outside Western Europe, half the return tourist air fares (75 per cent for events in California) of two representatives from each firm manning their stand for the duration of the event and half the freight charges for returning unsold goods exhibited at the event.

BRITISH PAVILIONS

At some overseas trade fairs, usually those where participation is organized on a national basis, the Department organizes British Pavilions. Space and shell stands are provided to participating firms at attractive rates. Firms taking space in a British Pavilion are also eligible for assistance similar to that given under the Joint Venture Scheme towards the costs of translating sales literature, of representatives' travel (provided the event is held outside Western Europe) and of returning unsold exhibits.

INFORMATION STANDS

At the more important trade fairs, especially in Western Europe, the Department provides an official Information Stand staffed by Diplomatic Service Commercial Officers. Apart from dealing with commercial inquiries, these Information Stands serve as a focal point for British firms exhibiting at the event either directly or through local agents.

BRITISH WEEKS

British Weeks are organized and financed by the Department of Trade and Industry in conjunction with the appropriate area organization of the British National Export Council. They are major promotions of British consumer and consumer durable goods at the point of sale in a selected city overseas. The aim is to develop sales direct to customers through every suitable shop or other retail outlet in a selected area of a chosen city. Capital equipment manufacturers also take advantage of the favourable atmosphere created during these events.

BRITISH SHOPPING WEEKS

These are organized by local authorities or Chambers of Commerce overseas with the help of Diplomatic Service Commercial Officers. The Department of Trade and Industry may provide display material, arrange supporting events and may help individual stores to arrange special features.

STORE PROMOTIONS

Promotions of British goods involving a substantial volume of new buying are frequently put on by overseas department stores. The Department of Trade and Industry assists the store by providing display material and by arranging for special supporting features to be sent out either wholly or partly at the store's expense.

GRAZ:
Spring Fair – April-May
* Apply, Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, SW7 (Tel. 01-584 6938).

VALENCIA:
International Samples Fair – May 6-16
* Apply, Feria Muestrario Internacional de Valencia, Llano del Real 2, Apartado 476, Valencia.

BORDEAUX:
International Trade Fair – May 15-24
Apply, M. Ratabour, Administration de la Foire Inter: Bordeaux, 12 Place de la Bourse, Bordeaux.

BUDAPEST:
International Trade Fair – May 21-31
* Apply, HUNGEXPO, Hungarian Foreign Trade Office for Fairs and Publicity, Budapest XIV Varosliget.

BOLOGNA:
International Trade Fair – May. 1971
* Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. 01-734 0511).

GOTHENBURG:
International Trade Fair – May
Apply, John Buck (Trade Fair Agencies) Ltd., 44, Newman Street, London, W1 (Tel. 01-636 9325).

PALERMO:
International Mediterranean Fair – May-June
* Apply, Fiera del Meditarraneo, Piazza Generale Cascino, Palermo.

PADUA:
International Samples Fair – May 27-June 6
* Apply, Fairs and Exhibitions Ltd., 14 New Burlington treet, W1 (Tel. 01-734 0855).

BARCELONA:
Internatonal Samples Fair – June 3-14
* Apply, Feria Oficiale Internacionale de Muestras, Avenida Maria Cristina, Barcelona 4.

BELGRADE:
Fifth Summer Fair – June 9-20
Apply, Beogradski Sajam, Bulevar Vojode Misica 14, P O Box 408, Belgrade.

LISBON:
International Trade Fair – June 9-23
* Apply, State Information and Tourist Office of Portugal, 20 Lower Regent Street, London, SW1 (Tel. 01-930 2455).

POZNAN:
International Trade Fair – June 13-22
Apply, Meidzynarodowe Targi Poznanskie Glogowska 14, Poznan.

TRIESTE:
International Samples Fair – June 17-29
* Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W1 (Tel. 01-734 2411).

ZAGREB:
International Municipal Equipment Fair – June 21-27, "URBANEX"
Apply, Exhibitions Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

PERPIGNAN:
Trade Fair – June
Apply, M. le President, Chambre de Commerce et d'Industrie, Perpignan. (Pyrenees Orientales).

BILBAO:
International Samples Fair – July 1-12
* Apply, Feria de Muestras Internacional he Bilbao, Tercio de Begona 2, Apartado 468, Bilbao.

NAXXAR:
Malta Trade Fair – July 1-15
* Apply, General Manager, Malta Trade Fair Corporation Fair Gounds, Naxxar.

MALMO:
International Trade Fair (Skanemassan) with the specialized fair "A Cleaner World II" August 13-22
Apply, Exhibitions Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

FRANKFURT:
International Trade Fair (Autumn) – August 29-September 1
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

UTRECHT:
International Autumn Fair – August 29-September 3
– Apply, Exhibitions Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

BARI:
International Levant Fair – September
Apply, Exhibitions Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

IZMIR:
International Autumn Trade Fair – September 5-12
Apply, British Chamber of Commerce Turkey, 69, Cannon Street, London, EC4 (Tel. 01-248 4444).

BUDAPEST:
Autumn Fair (Consumer's Goods) – September 3-13
Apply, HUNEXPO, Hungarian Foreign Trade Office for Fairs nd Publicity, Budapest XIV Varosliget.

VIENNNA:
International Trade Fair – September 5-12
* Apply, Office of Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, SW1 (Tel. 01-584 6938).

LEIPZIG:
Autumn Fair – September 5-12
Apply, Leipzig Fair Agency, 19 Dover Street, London, W1 (Tel. 01-493 3111/2).

ZAGREB:
International Autumn Fair – September 10-20
Apply, Exhibitions Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

MARSEILLES:
International Trade Fair – September 24 to October 4
Apply, British Overseas Media Bureau Representations Ltd., 10-15 Bride Lane, Fleet Street, London, EC4. (Tel. 01-583 0581).

PLOVDIV:
International Fair – September 20-29
* Apply, Plovdiv Fair Administration, 50 Lenin Boulevard, Plovdiv.

DIEPPE:
Franco-British Trade Fair – September
Apply, Federation of Sussex Industries, Seven Dials Corner, Brighton, 1 (Tel. Brighton 26189).

BRNO:
International Trade Fair – September 11-20
Apply, Fairs and Exhibitions Ltd., 14 New Burlington Street, London, W1 (Tel. 01-734 0855).

STOCKHOLM:
St. Erik's International Fair – September
Apply, Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

BERLIN:
German Industries Exhibition – September
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

METZ:
International Trade Fair – September 30-October 11
Apply, Mrs. Muriel, London Office of the Metz Fair, 63 Queen Street, London, EC4 (Tel. 01-236 9431).

GRAZ:
Autumn Fair – September-October
* Apply, Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, SW7 (Tel. 01-584 6938).

COPENHAGEN:
International Trade Fair – October
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

COPENHAGEN:
International Trade Fair – October
Apply, John Buck (Trade Fair Agencies), 44 Newman Street, London, W1 (Tel. 01-636 9325).

ZAGREB:
New Year's Fair – December 16-29
Apply, Exhibitions Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

BELGRADE:
Eleventh New Year Fair – December 16-29
Apply, General Director Beogradski Sajam Bulevar, Vojvode, Misica 14 (PO Box 408), Belgrade.

1972

FRANKFURT:
International Trade Fair (Spring) – February
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

VIENNA:
International Spring Trade Fair – March
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, SW7 (Tel. 01-584 6938).

UTRECHT:
International Spring Fair – March
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

CAGLIARI:
Sardinian International Samples Fair – March
* Apply, The President, Fiera Internazionale della Sardigna, Quartiere Fieristico, Viale A. Diaz, Cagliari.

SAARBRUCKEN:
International Saar Fair – April
* Apply, Internationale Saarmesse, 66 Saarbrücken, Messegelände.

MILAN:
International Samples Fair – April 14-25
* Apply, Dr. V. Schiazzano, 31 Old Burlington Street, London, W1 (Tel. 01-734 2411).

HANOVER:
Hanover Fair – April 20-28
* Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, EC2 (Tel. 01-628 7050).

ZAGREB:
International Spring Fair – April
Apply, Exhibitions Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

PARIS:
International Fair (Foire de Paris) – April-May
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

GRAZ:
Spring Fair – April-May
* Apply, Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, SW7 (Tel. 01-584 6938).

BUDAPEST:
International Trade Fair – May
Apply HUNGEXPO, Hungarian Foreign Trade Office for Fairs and Publicity, Budapest xiv, Varosliget.

VALENCIA:
International Samples Fair – May
* Apply, Feria Muestrario Internacional de Valencia, Llano del Real 2, Apartado 476, Valencia.

BOLOGNA:
International Trade Fair – May
* Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. 01-734 0511).

GOTHENBURG:
International Trade Fair – May
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

PADUA:
International Samples Fair – May-June
* Apply, Fairs and Exhibitions Ltd., 14 New Burlington Street, London, W1 (Tel. 01-734 0855).

PALERMO:
International Mediterranean Fair – May-June
* Apply, Fiera del Mediterraneo, Piazza Generale Cascino, Palermo.

BARCELONA:
International Samples Fair – June
* Apply, Feria Official e Internacional de Muestras, Avenida Maria Cristina, Barcelona.

LISBON:
International Trade Fair – June
* Apply, State Information and Tourist Office for Portugal, 20 Lower Regent Street, London, SW1 (Tel. 930 2455).

POZNAN:
International Fair – June
Apply, Foreign Section, Miedzynarodowe Targi Poznanskie Matgz Rokogsowskiego 14, Poznan.

TRIESTE:
International Samples Fair – June-July
* Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W1 (Tel. 01-734 2411).

NAXXAR:
Malta Trade Fair – July 1-15
* Apply, General Manager, Malta Trade Fair Corporation Fair Grounds, Naxxar.

BILBAO:
International Samples Fair – August
* Apply, Feria de Muestras Internacional de Bilbao, Tercio de Begona 2, Apartad 468, Bilbao.

MESSINA:
International Trade Fair – August
Apply, Ente Autonomo Fiere di Messina, Via Liberta, Messina.

FRANKFURT:
International Trade Fair (Autumn) – August
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

UTRECHT:
International Autumn Fair – August-September
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

BERLIN:
German Industries Exhibition – September
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

BOLZANO:
International Samples Fair – September
* Apply, Fiera Campionaria Internazionale Di Bolzano, C.P. 297, Bolzano.

BARI:
International Levant Fair – September
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

VIENNA:
International Autumn Trade Fair – September
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, SW7 (Tel. 01-584 6938).

HELSINKI:
International Trade Fair – September
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

Agriculture, Forestry, Fishing and Agricultural Machinery

1970

PARIS:
International Dairy Equipment Exhibition – November 9-15
Apply, M. Caron, 3 rue la Boetie, Paris, 8e.

1971

BERLIN:
International Green Week – January 29-February 7
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

PARIS:
International Agricultural Exhibition – March 6-14
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARIS:
International Agricultural Machinery Exhibition (SIMA) – March 9-14
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

VERONA:
International Agricultural Fair – March 14-21
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

DUBLIN:
World Fishing Exhibition – March 24-30
Apply, Commercial Exhibitions Ltd., 28 Essex Street, London, WC2 (Tel. 01-353 6565).

TOULOUSE:
International Agricultural Production and Rural Equipment Exhibition – March
Apply, M. le President, 9 Rue Ozenne, Toulouse.

LYONS:
International Woodworking Machinery Exhibition (EXPOBOIS) – March
Apply, Commissariat Generale, Comite Intersyndical Expobois, 150 Boulevard Bineau, Neuilly-sur-Seine.

ZARAGOZA:
International Agricultural Machinery Fair (FIMA) – April 11-18
Apply, Director-General de la Feria, Palacio Ferial (Gran Via), Zaragoza.

FOGGIA:
Agricultural Fair – April-May
* Apply, Ente Autonomo Fiera di Foggia, Palazzo Camera di Commercio, Via Dante 27, Foggia.

DUBLIN:
Royal Dublin Society Spring Show – May 4-8
Apply, Royal Dublin Society, Ballsbridge, Dublin 4.

FREDERIKSHAVN
International Fisheries Fair – May 14-23
Apply, N. Toft, Esq., 7th International Fisheries Trade Fair, 5 Vestagervej, DK 2100 Copenhagen 0, Denmark.

NOVI SAD:
International Agricultudal Fair – May 14-23
Apply, Arpent Corringales, Hatfield Heath, Bishop's Stortford, Hertfordshire. (Tel. Hatfield Heath 315).

UTRECHT:
International Feed Milling Machinery Exhibition (VICTAM) – May 18-22
Apply, VICTIM Foundation, General Secretariat, Rozenkransstraat 30, Venlo, Netherlands.

REGGIO EMILIA:
International Pig Show – May
* Apply, Chamber of Commerce, Industry and Agriculture, Piazzo Della Liberta, Reggio Emilia, Italy.

JONKOPING:
European Contractors' Equipment and Forestry Machinery Fair (ELMIA) – June 3-10
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

SANTAREM:
Ribatejo Agricultural Fair – June 6-20
* Apply, Secretario Feria Nacional de Agricultura, Feria de Ribatejo.

PRAGUE:
First International Agricultural Show – June 14-27 AGROPRAHA 71
Apply, Made In (Publicity), 92, Fleet Street, EC4 (Tel 01-583 7034).

ANCONA:
International Fishing and Nautical Sports Fair – June-July
* Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W1 (Tel. 01-734 2411).

MOSCOW:
Modern Techniques for Mechanization of work in Vegetable Cultivation. Exhibition of Economic Achievements of the USSR – August
Apply, The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val Moscow.

KLAGENFURT:
Austrian Timber Fair – August
* Apply, Austrian Trade Representative, 1 Hyde Park Gate, London, SW7 (Tel. 01-584 6938).

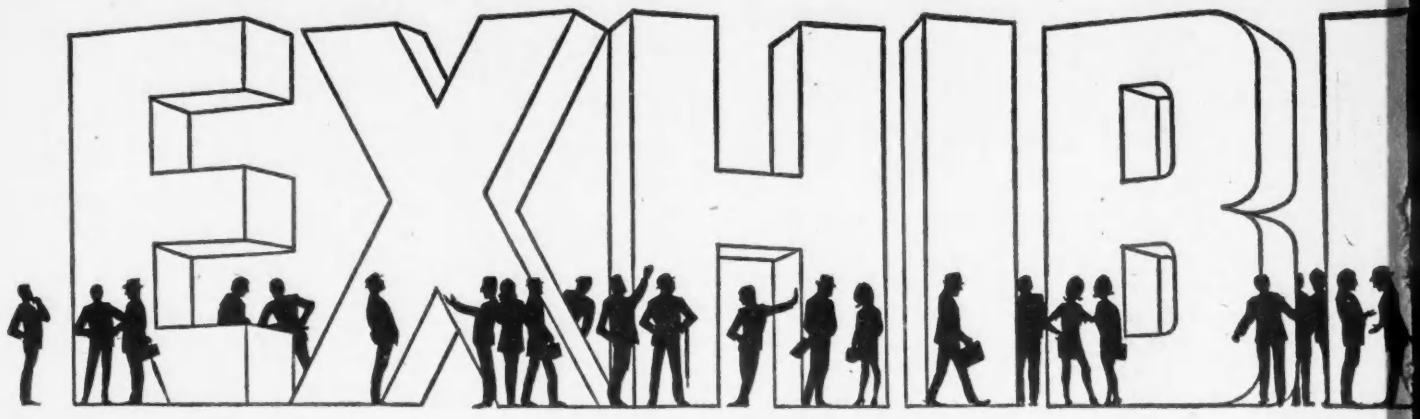
REID INNKREIS:
International Agricultural Exhibition – August-September
Apply, Osterreichische Landwirtsschaftsmesse, Reid IM Innkreis.

ST. GALLEN:
Agricultural and Dairy Show (OLMA) – October
* Apply, Swiss Embassy, 18 Montague Place, Bryanston Square, London, W1 (Tel. 01-723 0701).

COPENHAGEN:
International Agricultural Machinery Fair (AGRIMA) – December
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, W1 (Tel. 01-636 9325).

1972

BERLIN:
International Green Week – January/February
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.



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Telephone: DUBLIN 67030

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ADC House, 77 Pacific Highway, North Sydney, N.S.W.
Telephone: 929 8977. Cables: Indatfa Sydney. Telex: Conpres 20514

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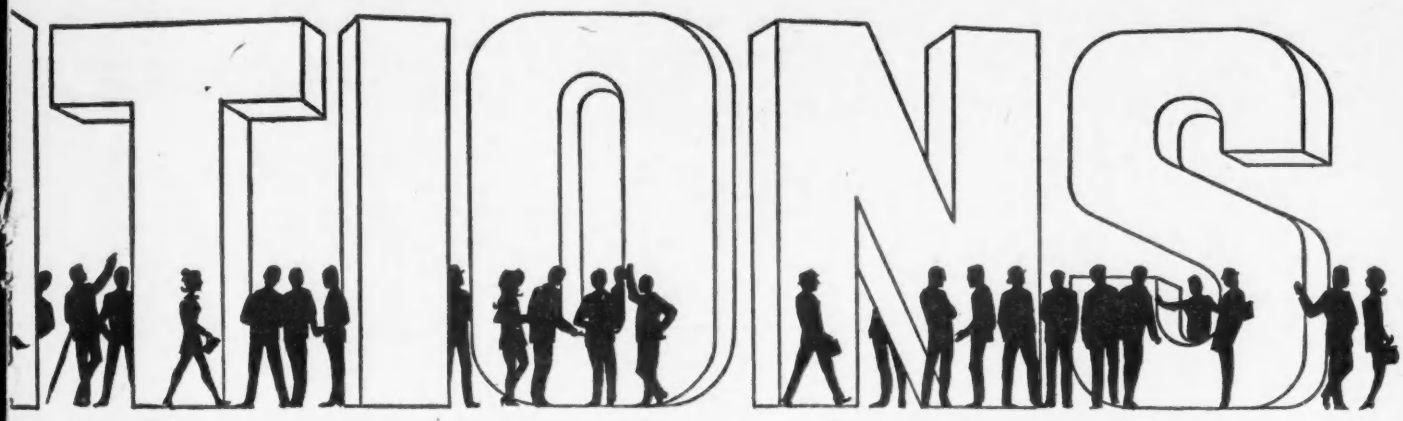

Calendar of Events 1970-72

1970

British Industrial Exhibition
Sociedad Rural Argentina, Palermo, Buenos Aires, Argentina. November 5 - 15

The Thirteenth Do-it-Yourself Exhibition
City Hall, Manchester. November 10 - 21

1971

Imbex '71. International Men's and Boys' Wear Exhibition
Earls Court, London. March 1 - 5

Carpex '71. International Carpet, Linoleum and Floor Coverings Fair
Earls Court, London. March 1 - 5

Engineering '71. International Welding and Metal Fabrication Exhibition
Olympia, London. April 21 - 29

London International Engineering and Marine Exhibition
Earls Court, London. April 21 - 29

Freightex '71. International Freight and Transport Services Exhibition
Sydney, Australia. June 28-July 2

Ipex '71. International Printing Machinery and Allied Trades Exhibition
Earls Court and Olympia. July 13 - 24

Telegraph Boat Show
Sydney, Australia. July 19 - 23

International Engineering Exhibition
Melbourne, Australia. August 2 - 7

International Trade Fair
Sydney, Australia. August 12 - 21

Irish International Food and Drink Fair
Royal Dublin Society, Dublin. September 4 - 11

The Northern Floor Coverings Fair
The Exhibition Centre, Harrogate September 7 - 10

Food, Cookery and Catering Exhibition
City Hall, Manchester. September 7 - 18

International Laundry, Dry Cleaning and Allied Trades Exhibition
Olympia, London. September 9 - 18

Irish Hardware and Household Goods Fair
Royal Dublin Society, Dublin. October 12 - 15

Irish Packaging Exhibition
Royal Dublin Society, Dublin. September 27-October 1

4th Machine Tool Exhibition
Sydney, Australia. October 14 - 23

The Fourteenth Do-it-Yourself Exhibition
City Hall, Manchester. November 9 - 20

1972

Brewex '72. International Brewing Bottling and Allied Trades Exhibition
Earls Court, London. April 17 - 24

International Chemical and Petroleum Engineering Exhibition
September

International Packaging Exhibition
October

Representatives of the Group may be contacted through:

ARGENTINA
THE BRITISH CHAMBER OF COMMERCE Buenos Aires
AUSTRALIA
ADELAIDE CHAMBER OF COMMER Adelaide
HOBART CHAMBER OF COMMERCE Hobart
BELGIUM & LUXEMBOURG
M. Georges Bouhon, 92 Avenue de Tervueren, Brussels
BRAZIL
THE BRITISH AND COMMONWEALTH CHAMBER OF COMMERCE Sao Paulo
CANADA
HALIFAX BOARD OF TRADE Halifax
THE MONTREAL BOARD OF TRADE Montreal
CHILE
THE BRITISH CHAMBER OF COMMERCE Santiago
CZECHOSLOVAKIA
FOREIGN TRADE PUBLICITY CORPORATION Prague
FRANCE
BRITISH CHAMBER OF COMMERCE Paris
REGIONAL COUNCIL OF THE BRITISH CHAMBER OF COMMERCE Marseilles
FEDERAL REPUBLIC OF GERMANY
LASSEN & CO. GmbH. Munich
WOLFGANG BEYER SPEZIAL-AGENTUR FUR MESSE UND AUSSTELLUNGSWESEN, Dusseldorf
GIBRALTAR
THE GIBRALTAR CHAMBER OF COMMERCE Gibraltar
HUNGARY
HUNGEXPO PRESTO Budapest
INDIA
THE BENGAL CHAMBER OF COMMERCE AND INDUSTRY Calcutta
ITALY
THE BRITISH CHAMBER OF COMMERCE Milan
KENYA
NAIROBI CHAMBER OF COMMERCE Nairobi
MALAYSIA
THE STATES OF MALAYSIA CHAMBER OF COMMERCE Kuala Lumpur
MEXICO
CAMERA DE COMERCIO BRITANICA AC Mexico City
NETHERLANDS
CKH (Centrale Kamar Van Handelsbordling) The Hague
NEW ZEALAND
AUCKLAND CHAMBER OF COMMERCE Auckland
CANTERBURY CHAMBER OF COMMERCE Christchurch
WELLINGTON CHAMBER OF COMMERCE Wellington
NIGERIA
LAGOS CHAMBER OF COMMERCE Lagos
PAKISTAN
AGRABAD CHAMBER OF COMMERCE AND INDUSTRY Chittagong
PORTUGAL
THE BRITISH CHAMBER OF COMMERCE in Lisbon, Madeira and Oporto
SINGAPORE
SINGAPORE INTERNATIONAL CHAMBER OF COMMERCE Singapore
SPAIN
THE BRITISH CHAMBER OF COMMERCE Madrid, Barcelona, Bilbao and Valencia
SWEDEN
BRITISH-SWEDISH CHAMBER OF COMMERCE Stockholm
SWITZERLAND
THE BRITISH-SWISS CHAMBER OF COMMERCE Zurich
TURKEY
THE BRITISH CHAMBER OF COMMERCE Istanbul
URUGUAY
THE BRITISH CHAMBER OF COMMERCE Monetvideo
U.S.A.
THE BRITISH-AMERICAN CHAMBER OF COMMERCE AND BRITISH TRADE CENTRE, New York
BRITISH-AMERICAN CHAMBER OF COMMERCE Los Angeles
BRITISH-AMERICAN CHAMBER OF COMMERCE AND TRADE CENTRE San Francisco
BRITISH-AMERICAN CHAMBER OF COMMERCE OF THE MIDWEST Chicago
VENEZUELA
ASOCIACION VENEZOLANO BRITANICA DE COMERCIO Caracas

PARIS:
International Agricultural Exhibition – March
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

DUBLIN:
World Fishing Exhibition – March
Apply, Commercial Exhibitions Ltd., Riverside House, Hough Street, Woolwich, London, SE18.

PARIS:
International Agricultural Machinery Exhibition (SIMA) – March
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

FOGGIA:
Agricultural Fair – April-May
Apply, Ente Autonome Fiera di Foggia, Palazzo Camera de Commercio via Dante 27 Foggia.

REGGIO EMILIA:
International Pig Show – May
* Apply, Chamber of Commerce, Industry and Agriculture, Piazza Della Liberta Reggio Emilia, Italy.

JONKOPING:
European Agricultural and Industrial Fair (ELMIA) – June
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

PARIS:
International Woodworking Machinery Exhibition (EXPOBOIS) – June
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

SANTAREM:
Ribatejo Agricultural Fair – June
* Apply, Secretario Feria Nacional de Agricultura, Feria do Ribatejo.

KLAKENFURT:
Austrian Timber Fair – August
Apply, Austrian Trade Representative in Great Britain, 1 Hyde Park Gate, London, SW7 (01-584 6938).

MOSCOW:
Modern Agricultural Machinery, Equipment and Instruments – August-September
Apply, The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

FRANKFURT:
International Dairy Engineering Exhibition – September 8-12
Apply, Deutsche Landwirtschafts-Gesellschaft, 6 Frankfurt-am-Main, Zimmerweg 16.

PARIS:
International Dairy Equipment Exhibition – November
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

Aircraft and Aeronautical Equipment

1971

MOSCOW:
Domestic equipment for passenger aircraft, complex of ground mechanisms and ground passenger services. (AVIASERVICE '71) – March 16-26
Apply, The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Val, Moscow.

PARIS:
International Aeronautics and Space Exhibition – May 27-June 6
Apply, M. Mallett, 4-6 Rue Galilee, Paris 16e.

1972

HANOVER:
International Air Show – April-May
† Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, EC2 (Tel. 01-628 7050).

TURIN:
International Aerospace Show – June
Apply, International Committee of Airport Systems, 12, Kendrick Mews, Kendrick Place, London, SW7 (Tel. 01-584 7512).

Books and Periodicals

1971

BRUSSELS:
International Book Fair – March
* Apply, Foire Internationale du Livre, c/o Syndicat des Editeurs Belges, Brussels, 5.

BOLOGNA:
International Book Fair for Children and Youth – April 1-4
* Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. 01-734 0511).

WARSAW:
International Book Fair – May
Apply, ARS Polona, Biuro Miedzynarodowch, Targow Ksigzki, Krabowskie, Przedm 7, Warsaw.

FRANKFURT:
International Book Fair – October 14-19
* Apply, Ausstellungs-und Messe-GmbH des Börsenvereins des Deutschen Buchhandels e.V., 6 Frankfurt-am-Main, Kleiner Hirschgraben 10-12.

1972

BRUSSELS:
International Book Fair – March 13-21
Apply, Foire Internationale du Livre, c/o Syndicat des Editeurs Belges, Brussels, 5.

BOLOGNA:
International Book Fair for Children and Youth – April-May
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. 01-734 0511).

WARSAW:
International Book Fair – May
Apply, ARS Polona, Biuro Miedzynarodowch, Targow Ksigzki, Krakowskie, Przedm 7, Warsaw.

PARIS:
International Exhibition of Scientific and Technical Books – June
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

FRANKFURT:
International Book Fair – September
* Apply, Ausstellungs-und Messe-GmbH des Börsenvereins des Deutschen Buchhandels e.V., 6 Frankfurt-am-Main, Kleiner Hirschgraben 10-12.

Building, Public Works and Construction Equipment

1971

ESSEN:
German Building Exhibition (DEUBAU) – February 6-14
† Gemeinnützige Ausstellungs GmbH, 43 Essen, Norbertstrasse 2.

BRUSSELS:
International Building Materials and Accessories Exhibition (BATIMENT) – February 20-28
Apply, The Building Exhibition, 11 Manchester Square, London, W1 (Tel. 01-486 1951).

MUNICH:
International Exhibition of Building Machinery (BAUMA) – March
† Apply, The Building Exhibition, 11 Manchester Square, London, W1 (Tel. 01-486 1951).

UTRECHT:
International Building Exhibition – April 1-8
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

STOCKHOLM:
Transport Exhibition – April 19-24
Apply, Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

COPENHAGEN:
Building for Billions – April
Apply, Byggecentrum, Gyldenlovesgade 19, DK 1600 Copenhagen V.

PARIS:
International Surface Treatment and Industrial Finishing Exhibition – May
Apply, M. Ollive, 20 Rue Carpeaux, Puteaux, Hauts-de-Seine 92.

HELSINKI:
International Building Exhibition (Nordic Building Congress) – June 8-14
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

MOSCOW:
Building Materials and Equipment for their production 'STROIMATERIALY '71' – September 8-22
Apply, The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1a Soknolnicheski Val, Moscow 232.

BRUSSELS:
International Municipal Equipment Exhibition – Sepber 14-18
Apply, Foire Internationale de Bruxelles, Palais de Centenaire, Bruxelles 2.

PRAGUE:
International Exhibition in the Frame of the XIVth World Road and Highways Congress – September
Apply, Made in (Publicity), 92 Fleet Street, EC4 (Tel. 01-583 7034).

OSLO:
Building Machines and Materials Exhibition (BYGG REIS DEG) – September/October (For Agents only)
Apply, Bygg Reisdec, Nordisk Byggevare Messe, Landsforebund, Grensen 10, Oslo.

BOLOGNA:
International Building Exhibition – October 10-18
Apply, Exhibitions and Trade Fairs International Ltd., 10 Clifford Street, W1X 2AQ.

BUDAPEST:
International Sanitary Engineering and Building Fitting Show and Fair – October 15-25
Apply, The Organizing Committee, The Institute for Technical Scientific Information of the Ministry of Metallurgy and Machine Industry, Guszeru 25, Budapest V.

PRAGUE:
3rd International Exhibition of Building Materials and Products – October 'CONECO 71'
Apply, Made in (Publicity), 92 Fleet Street, EC4 (Tel. 01-583 7034).

PARIS:
International Shopfitting and Trade Equipment Exhibition (EQUIP'MAG) – October
Apply, Salon de L'equipment Des Commerce, 42 Rue de Locuvre, Paris 1er.

PARIS:
International Building Exhibition (BATIMAT) – November
Apply, M. le Prince, 1 Avenue Niel, Paris 17e.

1972

MUNICH:
International Trade Exhibition of Building Materials, Structural Elements and Interior Finishing (BAU) – February 5-13
† Apply, The Building Exhibition, 11 Manchester Square, London, W1 (Tel. 01-486 1951).

BRUSSELS:
International Building Materials and Accessories Exhibition (BATIMENT) – March
Apply, The Building Exhibition, 11 Manchester Square, London, W1 (Tel. 01-486 1951).

PARIS:
International Building and Public Works Materials and Equipment Exhibition (EXPOMAT) – May
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

MOSCOW:
Building and Road-Making Machinery and Equipment for Mechanization of Construction and Erection – May-June
Apply, The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

MUNICH:
International Sewage and Water Treatment Engineering Exhibition (IFAT) – October 21-28
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

Chemical and Allied Industries including Plastics

1970

BRUSSELS:
Paint Technical Exhibition – November 10-15
Apply, Brussels International Fair, Palais du Centenaire, Brussels, 2.

1971

PARIS:
International Chemical Exhibition April 19-25
Apply, French Chamber of Commerce, Park House, 24 Rutland Gate, SW7 (Tel. 01-584 9628/589 0185).

BRATISLAVA:
Third International Chemical Exhibition 'INCHEBA 71' – June 24-30
Apply, Director of the Exhibition, Dr. J. Minar, Drienova, PO Box 197, Bratislava.

BASLE:
International Exhibition of Laboratory, Chemical Engineering, Measurement and Automation Techniques in Chemistry (ILMAC) – September 13-18
Apply, ILMAC 71, PO Box 21, Ch 4000, Basle 21.

DUSSELDORF:
6th International Fair for the Plastics Industry (KUNSTOFFE) – September 16-23
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

UTRECHT:
International Fair for Machinery and Equipment for Chemicals, Foodstuffs and Food and Drink Industries (MACHEVO) – October 14-21
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

OSTRAVA:
2nd International Exhibition of Laboratory Equipment. International Symposium on Laboratory Methods – October. 'INTERLAB 71'
Apply, Made in (Publicity), 92 Fleet Street, EC4 (Tel. 01-583 7034).

1972

MUNICH:
3rd International Trade Exhibition and Congress for Biochemical Analysis (ANALYTICA) – April-May
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

BASLE:
International Surface Treatment Exhibition (SURFACE) – September 6-12
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

MILAN:
International Plastics Exhibition 'PLAST '72' – October 8-15
Apply, Plast, Viale Teodorico 19/2.

Clothing

1970

NICE:
Cote D'Azur Festival de la Mode (Fashion Festival) – October-November
Apply, M. Viterbo, President, 2 Boulevard Victor-Hugo, Nice (Alpes-Maritimes).

PARIS:
Children's Fashion Show – November 7-10
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

WIESBADEN:
International Millinery Trade Fair (INTERHUT) – November 22-24
* Apply Internationale Hutfachmesse für Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

1971

MILAN:
International Market Display of Knitwear – January 10-13
Apply, Centro Organizzazione Mostre Internazionali Specializzate, 20123 Milano Pl. le Cadorna 15 (Tel. 807.007-892.354).

LJUBLJANA:
'Moda 71' Fashion Fairs – January 15-24
Apply, Arpent Corringgales, Hatfield Heath, Bishop Stortford, Hertfordshire (Tel. Hatfield Heath 315).

TURIN:
International Fashion Trade Fair (SAMIA) – February 5-8
Apply, Mrs. Ruth Stewart, 2 Woodlands Roundwood Road, Baildon, Yorks.

PARIS:
Children's Fashion Show – February 7-10
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARIS:
European Menswear Exhibition – February 13-16
Apply, PROMAS, 8 Rue de Richelieu, Paris, 1er.

PARIS:
Corsetry and Lingerie Exhibition – February
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

COPENHAGEN:
International Men's Fashion Fair – February
Apply, Udestillingshallen Forum A/S, Julius Thomsens Plade 1, 1925 Copenhagen V.

COPENHAGEN:
Fashion Fair – March 14-17
Apply, Udstillinghallen Forum A/S, Julius Thomsens

DUSSELDORF:
International Fashion Trade Fair (IGEDO) – March 14-17
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

COLOGNE:
International Fair for the Child – March 19-21
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. 01-799 2134).
Plads, 1925 Copenhagen V.

MUNICH:
Fashion Week – March 28-April 1
Apply, Mode-Woche München GmbH, 8 München 90, Brecherspitzstrasse 7.

BERLIN:
Fashion Week (including INTERCHIC) –April 14-23
* Apply, Industrie und Handelskammerzu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

PARIS:
International Exhibition of Women's Ready-to-wear Clothing (PRET-A-PORTER) – April 17-22
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

VIENNA:
Ladies' Fashion Show – April 18-21
Apply, Fachverband der Bekleidungsindustries Osterreichs, Schwarzenbergplatz 4, 1030 Vienna 3.

DUSSELDORF:
International Fashion Trade Fair (IGEDO) – April 25-29
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

PARIS:
International Clothing Trade and Knitwear Industries Equipment Exhibition – April
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

WIESBADEN:
International Millinery Trade Fair (INTERHUT) – June 6-8
* Apply, Internationale Hutfachmesse für Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

COLOGNE:
International Men's Fashion Week – August 27-29
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. 01-799 2134).

TURIN:
International Fashion Trade Fair (SAMIA) – September 10-13
Apply, Mrs. R. Stewart, 2 Woodlands, Roundwood Road, Baildon, Yorkshire (0274-56851).

COPENHAGEN:
Fashion Fair – September 12-15
Apply, Udstillinghallen Forum A/S, Julius Thomsens Plads, 1925 Copenhagen V.

DUSSELDORF:
International Fashion Trade Fair (IGEDO) – September 12-15
* Apply John Buck (Trade Fairs Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

COLOGNE:
International Fair of Lingerie, Foundation Garments, Underwear and Swimwear – September 16-19
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. 01-799 2134).

BELGRADE:
Twelfth International Clothing Fair 'Moda U Svetu' – October 1-10
Apply, Beogradski Sajam, Bulevar Vojvode Misica 14, PO Box 408, Belgrade.

VIENNA:
Ladies' Fashion Show – October 10-13
Apply, Fachverband der Bekleidungsindustries Osterreichs, Schwarzenbergplatz 4, 1030 Vienna 3.

BERLIN:
Fashion Week (including INTERCHIC) – October 10-21
* Apply, Industrie und Handelskammerzu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

COLOGNE:
International Fair for the Child – October 15-17
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel 01-799 2134).

PARIS:
International Exhibition of Women's Ready-to-Wear Clothing (PRET-A-PORTER) – October 23-28
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

DUSSELDORF:
International Fashion Trade Fair (IGEDO) – October 24-28
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

WIESBADEN:
International Millinery Trade Fair (Interhut) – November 28-30
* Apply, Internationale Hutfachmesse für Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

MUNICH:
Fashion Week – October
* Apply, Mode Woche München GmbH, 8 München 90, Brecherspitzstrasse 7.

1972

PARIS:
Exhibition of Lace, Embroidery and Fabrics for Corsetry-Lingerie – February
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, SW7 (Tel. 01-589 0185).

PARIS:
Corsetry and Lingerie Exhibition – February
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, SW7 (Tel. 01-589 0185).

PARIS:
Children's Fashion Show – February
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, SW7 (Tel. 01-589 0185).

PARIS:
European Men's Wear Exhibition – February
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, SW7 (Tel. 01-589 0185).

COLOGNE:
International Fair for the Child – March 10-12
* Apply, H. E. Melsom, MBE, Cologne International Street, London, SW1 (Tel. 01-799 2134).

MUNICH:
International Fashion Week – March 19-23
* Apply, Mode-Woche München GmbH, 8 München 90, Brecherspitzstrasse 7.

DUSSELDORF:
International Fashion Trade Fair (IGEDO) – March
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

BERLIN:
Fashion Week (including INTERCHIC) – April 9-19
* Apply, Industrie und Handelskammerzu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

PARIS:
International Exhibition of Women's Ready-to-Wear Clothing (PRET-A-PORTER) – April
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, SW7 (Tel. 01-589 0185).

PARIS:
International Exhibition of Clothing and Knitwear Industries Equipment – April
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, SW7 (Tel. 01-589 0185).

DUSSELDORF:
International Fashion Trade Fair (IGEDO) – April
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

VIENNA:
Ladies' Fashion Show – April
* Apply, Fachverband der Bekleidungsindustrie Osterreichs, Schwarzenbergplatz 4, 1030 Vienna 3.

COLOGNE:
International Men's Fashion Week – August
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. 01-799 2134).

COLOGNE:
International Fair of Lingerie, Foundation Garments, Underwear and Swimwear – September
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. 01-799 2134).

DUSSELDORF:
International Fashion Trade Fair (IGEDO) – September
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-695 6633).

BERLIN:
Fashion Week (including INTERCHIC) – October 8-19
* Apply, Industries und Handelskammerzu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

MUNICH:
International Fashion Week – October
Apply, Mode-Woche München GmbH, 8 München 90, Brecherspitzstrasse 7.

DUSSELDORF:
International Fashion Trade Fair (IGEDO) – October
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-695 6633).

COLOGNE:
International Fair for the Child – October
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. 01-799 2134).

VIENNA:
Ladies' Fashion Show – October
* Apply, Fachverband der Bekleidungsindustries Osterreichs, Schwarzenbergplatz 4, 1030 Vienna 3.

Display and Shop Equipment

1971

DUSSELDORF:
4th International Congress and Fair of Modern Shopfitting and Display (Euroshop) – February 23-27
Apply, John Buck (Trade Fair Agencies), 44 Newman Street, London, W1 (Tel 01-636 9325).

Engineering, Electrical and Electronics, including Radio and Television

1970

TOULOUSE:
Radio and Television Exhibition – October 31-November 8
Apply, Salon de la T.S.F., 35, rue de la Daloade, Toulouse.

MUNICH:
International Trade Fair for Production in the Electronic Industry (Electronica) – November 5-11
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

ATHENS:
1st Exhibition of Electronic Equipment and Electrotechnical Products (Electron '70) – November 14-22
Apply, Greek Organisation for Technological exhibitons, 504A, Nikis Street, Athens 119.

MILAN:
Instrumentation and Automation Fair – November 20-26
Apply, Federazione Della Associationi Scientifiche and Techniche (FAST), Di Milano, P Le Morandi 2, Milan.

1971

PARIS:
International AudioVisual and Communications Exhibiton – January 14-20
Apply, CIDAV George V, Paris 8e.

PARIS:
International Lighting Fair – January 20-25
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185)

GOTHENBURG:
Scandinavian Lighting Fair – January
Apply, Skandinavisk Belysnings Massa, Box 52, 285 00 Markaryd.

BASLE:
International Exhibition of Industrial Electronics (INEL) – March 9-13
Apply, Exhibition Management, Swiss Industries Fair, Basle 21.

PARIS:
International Exhibition of Electronic Components – March 31-April 6
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARIS:
International Festival of Sound – March
Apply, Commissaire Generale, 16, Rue de Presles Paris, 15e.

CANNES:
International Television Programme Market (MIP TV) – April 17-23
Apply, W. R Watkins, Esq., The Kinster Company Ltd., 25 Berkley House, 15, Hayhill, London, W1 (Tel. 01-499 7450).

THE HAGUE:
European Association of Radiology Congress and Exhibition – June 14-16
Apply, Secretariat, c/o Holland Organising Centre, Lange Voorhout 16, The Hague.

GENEVA:
International Telecommunications and Space Exhibition – June 17-27
Apply, Monsieur le Secretaire General, Union Internationale des Telecommunications 1211 Geneve 20, Switzerland.

BERLIN:
International Radio and Television Exhibition – August 27-September 5
Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

PARIS:
Radio and Television Exhibition – September 4-13
Apply, Commissaire Generale, 16 Rue de Presles, Paris, 15e.

AMSTERDAM:
International Radio and Television Exhibition (FIRATO) – September 9-19
Apply, RAI Gebouw N.V., 8 Europaplein, Amsterdam.

TURIN:
International Technical Exhibition (AUTUMNO TORINESE) – September 25-October 10
Apply, Salone Internazionale Della Technica, Corso Massimo D'Azeglio 15, Turin.

PRAGUE:
4th International Exhibition of Hi-Fi Equipment, Cassette Recorders, Video-Tape Recorders, Records and Music Cassettes 'HI-FI EXPO 71' – October
Apply, Made in (Publicity), 92 Fleet Street, EC4 (Tel. 583 7034).

HELSINKI:
Television and Radio Show – October/November
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

GOTHENBURG:
International Electrotechnical Trade Fair (ELFACK '71) – November 9-14
Apply, Svenska Massan, S-41 251 Götenburg.

1972

GOTHENBURG:
Scandinavian Lighting Fair – January
Apply, Skandinavisk Belysnings Massa, Box 52, 285 00 Markaryd.

PARIS:
International Lighting Exhibition – January
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARIS:
Electric and Mechanical Industries Exhibition (MECANELEC) – April
Apply, Managing Director, 40 Rue de Colisee, Paris 8e.

PARIS:
International Exhibition of Electronic Components – April
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARIS:
Electrical Equipment Exhibition – May
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, S.W.7 (Tel. 01-589 0185).

LENINGRAD:
Modern Electrochemical Equipment – June-July
Apply, The USSR Chamber of Commerce, Department of International & Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

DUSSELDORF:
International Hi-Fi Exhibition – August
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

MUNICH:
International Trade Fair for Production in the Electronic Industry (ELECTRONICA) – November
Apply, Exhibition Consultant Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

Engineering, Other

1970

COPENHAGEN:
International Technical Fair (ITEM) – November 16-21
Apply, Udstillingsselkabet UFESAS, Ryvangs Alle 20, Copenhagen O.

GOTHENBURG:
International Exhibition for Pneumatics and Hydraulics with complementary Electric Equipment (Scan-automatic '70) – November 19-25
Apply, Scandinexpo Ab, Stampgatan 38, S-411 01 Gothenburg.

1971

ZURICH:
International Trade Fair for High Precision Techniques, Dimensional Measurement and Control (Microtecnic) – January 28-February 2
Apply, AGIFA, Postfach 257, 8033 Zurich.

VERONA:
International Earth Moving and Construction Equipment Exhibition (SA. MO. TER) – February 7-14
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

BUCHAREST:
International Exhibition of Abrasive Products (II Issue) – First Quarter
Apply, Publicom (Rumanian International Advertising Agency), 22 Bdvl. Nic. Balcescu, Bucharest.

PARIS:
French Machine Tool and Mechanical Factory Equipment Exhibition – April
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

BELGRADE:
Fifteenth International Technical Fair – May 14-23
Apply, Beogradski Sajam, Bulevar Vojode Misica 14, P.O. Box 408, Belgrade.

PARIS:
International Materials Handling Exhibition – May
Apply, M. Olive, 20, Rue Carpeaux, 92 Puteaux.

BASLE:
International Water, Sewage and Air Purification Exhibition (Pro Aqua) – June 8-12
Apply John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

BRNO:
International Exhibition of Welding Engineering and Technology – Welding 71 – June 13-19
Apply, Fairs and Exhibitions Ltd., 14 New Burlington Street, W1.

MOSCOW:
MTTA Exhibition 1971 – July 22-August 2
Apply, The Machine Tools Trades Association, 25-28 Buckingham Gate, London, SW1.

HELSINKI:
International Technical Fair – September 14-18
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

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STOCKHOLM:
Technical Fair – September 29-October 5
Apply, Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

PRAGUE:
International Exhibition in the Frame of the Symposium arranged by IABSE (International Association for Bridge and Structural Engineering) – September
Apply, Made In (Publicity), 92 Fleet Street, London, EC4 (Tel. 01-583 7034).

MILAN:
European Machine Tool Exhibition – October 2-10
Apply, Italian Machine Tool Manufacturers' Association (UCIMO), Corso Matteotti 11, Via Palestro 22, Milan 20121.

BELGRADE:
International Construction and Equipment Fair – October 22-31
Apply, General Director Beogradski Sajam Bulevar, Vojvode, Misica 14 Belgrade.

PADUA:
International Exhibition of Mechanical Handling and Storage (TRAMAG) – October
* Apply, Fiera di Padova, Tramag, Via N. Tommases, Padua.

COPENHAGEN:
International Technical Fair – October
Apply, Udstillingsselskab U Esas, Ryvange Alle, 20 Copenhagen.

ZAGREB:
International Biennial Machine Tools Fair – "BIAM" – November 22-27
Apply, Exhibitions Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

PARIS:
International Hydraulics and Compressed Air Exhibition – November 29-December 4
Apply, Salon International des Techniques et Pneumatiques, 20 Rue Carpeaux, 92 Puteaux.

OSLO:
Automatica – November
Apply, Norwegian Industries Development Association, Forskningsveien 1, Oslo 3.

1972

BASLE:
International Mechanical Handling Exhibition – February 3-12
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

ZURICH:
Swiss Driving Power Techniques Exhibition – March 2-7
Apply, AGIFA Postfach 257, 8033 Zurich.

PARIS:
International Festival of Sound – March
Apply, Commissaire General, 16 Rue de Presles, Paris 15e.

MILAN:
Exhibition of Hydraulic, Pneumatic and Lubricating Apparatus (FLUID '72) – March/May
Apply, Dr. A. Chiappe, Via Luciano Manara 15, Milan.

MALMO:
Mechanical Industries Fair (MEKANIK) – April
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

STOCKHOLM :
Technical Fair – October
Apply, Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

ZURICH:
International Hydraulics and Pneumatics Exhibition – November
† Apply, Trade and Technical Press Ltd., Crown House, Morden, Surrey (Tel. 01-540 3897).

Fancy Goods, Jewellery and Giftware

1971

MILAN:
International Fancy Goods, Stationery and Giftware Exhibition (CHI-BI-CAR) – February
* Apply, E. A. Fiera Milano, Campionaria Internazionale 20145 Milano, Largo Domodossola 1.

PARIS:
The Business Gift Fair – June
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

1972

MILAN:
International Fancy Goods, Stationery and Giftwear Apparatus (FLUID '72) – March/May
* Apply, E. A. Fiera Milano, Campionania Internazionale 20145 Milano, Largo Domodossola 1.

Foodstuffs, Food Machinery, Hotel and Catering Equipment

1970

DIJON:
International Gastronomy Exhibition – October 30-November 11
Apply, M. Bourcier, Palais des Expositions, Boulevard de Champagne, Dijon, Cote-d'Or 21.

GOTHENBURG:
Hotel and Restaurant Exhibition (INTERREST) – November 2-6
Apply, veriges Hotel Restaurangutstallningarab, Kansli Box 4034, 20311 Malmo 4.

COLOGNE:
International Trade Exhibition of Grill and Snack Bar Services (EUROSNACK) – November 7-11
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. 01-799 2134).

PARIS:
International Exhibition for the Malt and Beer Industries – November 9-15
Apply, M. Caron, 3 rue la Boetie, Paris 8e.

PARIS:
International Food Exhibition (SIAL) – November 9-15
Apply, SOPEXA, 14 Berkeley Street, London W1X 5AD (Tel. 01-629 5353).

PARIS:
International Exhibition for Materials, Techniques and Wholesale Trade for Meat Industry (MATIC) – November 9-15
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

PARIS:
International Food Equipment Industries Exhibition (MATERAL) – November 9-15
Apply, French Trade Exhibitions, 24, Rutland Gate, London, SW7 (Tel. 01-589 0185).

HELSINKI:
Food Fair – November 11-15
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

GENOA:
Hotel and Tourist Equipment Exhibition (TECNHOTEL) – November 14-24
Apply, E. A. Fiera, Internazional di Genova, Piazzale, J. F. Kennedy, 16129 Genova.

BARCELONA:
Hogarotel – November 18-29
Apply, Salon Monografico Nacional, Avenida Maria Cristina, Barcelona.

1971

BRUSSELS: International Chocolate, Confectionery and Biscuit Exhibition – February
Apply, Salon International Biscochoc, 41 Rue F. J. Navez, Brussels, 3.

BOLOGNA:
International Foodstuffs Exhibition – March
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. 01-734 0511).

BRNO:
International Fair of Consumer Goods – April 21-28
Apply, Fairs and Exhibitions Ltd., 14 New Burlington Street, London, W1 (Tel. 01-734 0855).

PARIS:
International Exhibition of Confectionery, Chocolate and Biscuits (INTERSUC) – April 24-27
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARMA:
International Supermarkets Exhibition – April-May
Apply, Foire Internationale des Supermarkets, Parce Ducale, 43100 Parma.

BERLIN:
International Bakery Exhibition (IBA) – May 8-16
Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

FRANKFURT:
International Meat Processing Equipment Exhibition (INTERFAM) – May 15-23
Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

MOSCOW:
Modern Equipment for Trade and Public Catering Establishments ('INTORGMASH '71') – May 26-June 9
Apply The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, I-a Sokolnicheski Val, Moscow 232.

PLZEN:
International Participation in 6th Exhibition of Gastronomy and Tourism ('EX PLZEN 71') – June/July
Apply, Made In (Publicity), 92 Fleet Street, London, EC4 (Tel. 01-583 7034).

DUBLIN:
Irish International Food and Drink Fair – September 4-11
Apply, Industrial Trade Fairs (Ireland) Ltd., 39 Upper Fitzwilliam Street, Dublin 2.

MUNICH:
International Brewery and Beverage Machinery Exhibition (INTERBRAU) – September 13-18
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

COLOGNE:
International Exhibition of Fine Foods and Provision (ANUGA) – September 25-October 1
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. 01-799 2134).

PARMA:
International Exhibition of Preserved Foods and Packing – September-October
Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W1 (Tel. 01-734 2411).

MALMO:
International Hotel and Restaurant Fair (Resta V) – October 5-8
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

PARIS:
International Hotel and Catering Equipment Exhibition (Equip'Hotel) – October 14-25
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

BRNO:
4th International Shop and Restaurant Equipment Show and International Symposium 'INTECO 71' – October
Apply, Made in (Publicity), 92 Fleet Street, EC4 (Tel. 01-583 7034).

GOTHENBURG:
Hotel and Restaurant Exhibition (INTERREST '71) – October/November
Apply, Sveriges Hotel Restaurangutstallningarab, Kansli Box 4034, 20311 Malmo 4.

MUNICH:
International Exhibition of Gastronomy and Tourism (IGAFA) – November 11-17
Apply, Exhibitions Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

BASLE:
International Exhibition and Congress of Hotel and Catering (IGEHO) – November 17-23
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

GOTHENBURG:
'CHARKUTERI '71' (Meat Trade Exhibition) – November
Apply, Scandinexpo AB, Stampgat 38, Gothenburg C.

GENOA:
Hotel and Tourist Equipment Exhibition (TECNHOTEL) – November
* Apply, E. A Fiera Internazionale Di Genova, Piazzale J. F. Kennedy, 16129 Genoa.

1972

STUTTGART:
International Hotel and Restaurant Trade Exhibition (INTERGASTRA) – April 16-23
Apply, CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, EC4 (Tel. 01-236 0911).

PARIS:
International Exhibition of Confectionery, Chocolate and Biscuits (INTERSUC) – April
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARMA:
International Supermarkets Exhibition – April-May
Apply, Foire Internationale des Supermarkets, Parce Ducale 43100 Parma.

VIENNA:
International Food Exhibition (A.I.D.A.) – June 24-July 2
Apply, Wirtschaftsfoerunginstitut Der Bundeswirtschaftskamer, Ho Her Markt 3, 1011 Wien.

PARIS:
International Hotel & Catering Equipment Exhibition (EQUIP-HOTEL) – October
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARIS:
International Exhibition for the Materials, Techniques & Wholesale Trade for the Meat Industry (MATIC) – October
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARIS:
International Food Exhibition (SIAL) – October
Apply, SOPEXA, 14 Berkeley Street, London, W1X 5AD (Tel. 01-629 5353).

PARIS:
International Food Equipment Industries Exhibition (Material) – October
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-598 0185).

GOTHENBURG:
Hotel and Restaurant Exhibition (INTERREST 72) – October-November
Apply, Sveriges Hotell Restuarangutstallningarab, Kansli Box 4034 20311 Malmo 4.

PARIS:
International Exhibition for the Malt & Beer Industries – November
Appy, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

Footwear

1971

ZAGREB:
20th International Leather and Footwear Week – February 23-27
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

BOLOGNA:
International Shoe and Leather Fair – March 6-10
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. 01-734 0511).

DUSSELDORF:
Footwear Samples Display (GDS) – April 27-29
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9525).

FLORENCE:
Shoe and Leather Fair – September
* Apply, Secretary, General Mostra Campionaria Calzature, Pelletterie Cuoio, Via Valfonda 9, Florence.

DUSSELDORF:
European Footwear Samples Display (GDS) – September
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

1972

DUSSELDORF:
European Footwear Samples Display (GDS) – September
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

DUSSELDORF:
European Footwear Samples Display (GDS) – September September
Apply John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

Furniture, Furnishings, Household Equipment and Hardware

1970

GENEVA:
Ideal Home Exhibition – October 28-November 8
Apply, Secretariat, Salon des Arts Menagers, 18 Quai de l'Ecole de Medicine, 1211 Geneva 4.

BORDEAUX:
Home Comfort Exhibition – October 31-November 11
Apply, M. le President, 12 Place de la Bourse, Bordeaux (Gironde).

LILLE:
Women's and Children's Home Comfort Exhibition – October 31-November 11
Apply, M. Bouchery, Palais de la Foire, Lille (Nord 59).

STOCKHOLM:
3rd International Swedish Ideal Kitchen Exhibition (IDEKOK '70) – November 7-15
Apply, Djurgardsslatten 86, 10057 Stockholm 24, Box 24024.

BRUSSELS:
Furniture Exhibition – November 26-30
Apply, Foire du Meuble, 13-15 Rue de Livourne, Brussels, 5.

PARIS:
Childhood, Youth and Family Exhibition – November
Apply, M. Mangeret, 11 Rue Anatole-de-la-Forge, Paris, 17e.

1971

FRANKFURT:
Trade Fair for Home Furnishing Textiles – January 13-17
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

PARIS:
Carpet and Floor Coverings Exhibition – January 20-25
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARIS:
International Furniture Exhibition – January 21-25
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

COLOGNE:
International Housewares and Domestic Appliances Fair – February 14-17
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. 01-799 2134).

STOCKHOLM:
Swedish Furniture Fair – February
Apply, Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

COLOGNE:
International Hardware Fair – March 7-10
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. 01-799 2134).

AMSTERDAM:
International Household Fair – March 26-April 4
* Apply, Geirt v.d., Veenstraat 94, Amsterdam.

LYONS:
International Hardware Fair – March 27-April 5
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. 01-734 0511).

PARIS:
International Domestic Arts Exhibition (ARTS MENAGERS) – March
Apply, French Trade Exhibitions, 24, Rutland Gate, London, SW7 (Tel. 01-589 0185).

TURIN:
Domestic Art Exhibition – March
* Apply, Secretaria Generale, Corso Massimo d'Azeglio 15, Turin.

BRUSSELS:
Household Comfort Trade Show – April 15-19,
Apply, Foire Internationale de Bruxelles, Palais du Centenaire Bruxelles 2.

BRUSSELS:
International Household Comfort Fair – April 21-May 2
Apply, Foire Internationale de Bruxelles, Palais du Centenaire Bruxelles 2.

COLOGNE:
International Fair of Accessories and Materials used for Woodworking, Furniture, Upholstery and Mattresses for House, Ship and Vehicles Buildings and for Light Constructional Work (INTERZUM) – May 13-16
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. 01-799 2134).

MILAN:
Carpet and Furnishing Textiles Fair – May 1971
Apply, Via Galeno 27, Milan. Tel. 2579,693. SIG FRANCO BATTAGLINI.

COPENHAGEN:
Danish Furniture Fair – May
Apply, Mobelfabrikantforeningen i Denmark, Hellerupvej 8, Hellerup.

ST. GALLEN:
International Antique Reproductions Exhibition (KOPANTIQUA) – June 7-9
Apply, Allardyce-Hampshire, 213 Oxford Street, London, W1 (Tel. 01-437 8644).

STOCKHOLM:
Carpet Exhibition (GOLVEX) – August
Apply, Mr. R. Asp, Norrlansgatan 22, 111 43 Stockholm.

COLOGNE:
International Household Goods and Hardware Fair – September 5-7
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. 01-799 2134).

MILAN: International Household Goods and Hardware Exhibition (MACEF) – September 5-8
Apply, MACEF General Secretaria, via Solferino 25 Milan.

GOTHENBURG:
International Home and Household Exhibition – September
Apply, Utsallningen Dagens Hushall, Goteborg Kopmannaforbund, Vasagat 52, 411 37 Gohenburg.

OSLO:
Today's Householding (Dagens) Husholding) – September-October
Apply, The Association of Grocery Retailers, Oslo, 1.

LYONS:
International Furniture and Furnishing Accessories Exhibition (MEUROPAM and PROMEUROPAM) – October 2-5
Apply, Exhibitions and Trade Fairs Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. 01-734 0511).

DUBLIN:
Irish Hardware and Household Goods Exhibition – October 12-15
Apply, Industrial and Trade Fairs (Ireland) Ltd., 39 Fitzwillian Street, Dublin 2.

BELGRADE:
Ninth International Fair of Furniture Fttings and Interior Decoration – October 22-31
Apply, General Director Beogradski Sajam Bulevar, Vojvode, Misica 14, Belgrade.

GENEVA:
Ideal Home Exhibition – October-November
Apply, Secretariat, Salon des Arts Menagers, 18 Qual de l'Ecole de Medicine, 1211 Geneva 4.

PARIS:
Childhood, Youth and Family Exhibition – October-November
Apply, M. Mangeret, 11 Rue Anatole-de-la-Forge, Paris, 17e.

UTRECHT:
International Furniture Exhibition – November
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

1972

FRANKFURT:
Trade Fair for Home Furnishing Textiles – January 12-16
Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

COLOGNE:
International Furniture Fair – January
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 299, Abbey House, Victoria Street, London, SW1 (Tel. 01-799 2134).

PARIS:
International Exhibition of Machinery and Materials for the Furniture Manufacturing Industry (APPROMEUBLE) – January
Apply, Appromeuble, 22 Avenue Franklin-Roosevelt, Paris 8e.

PARIS:
Furniture Exhibition – January
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARIS:
Carpet and Floor Covering Exhibition – January
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

For your visit, **CONFERENCE** or **TRADE EXHIBITION** in **EUROPE** *get in touch with*

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TURIN:
Domestic Art Exhibition – March-April
* Apply, Secretaria Generale Corso Massimo d'Azeglio 15, Turin.

AMSTERDAM:
International Household Fair – April-May
* Apply, Geirt v.d. Veenstraat 94, Amsterdam.

COPENHAGEN:
Danish Furniture Fair – May
Apply, Mobelfabrikantforinger, Heverpvey, 8 Hellerup.

STOCKHOLM:
Carpet Exhibition (GOLVEX) – August
Apply, Mr. R. Asp, Norrlandsgatan 22, 111 43 Stockholm.

MILAN:
International Household Goods and Hardware Exhibition (MACEF) – September 5-8
Apply, MACEF General Secretariat via Solferino 25, Milan.

COLOGNE:
International Household Goods and Hardware Fair – September
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 299, Abbey House, Victoria Street, London, SW1 (Tel. 01-799 2134).

BASLE:
International Hardware Fair (INTERFEREX) – September
Apply, Interferex A.G., Talstrasse 66, 8001 Zurich.

Handicrafts

1970

PARIS:
Do-It-Yourself Exhibition – November 7-15
Apply, Salon du Bricolage, 42 Rue du Louvre, Paris, Ier.

TOULOUSE:
Do-It-Yourself Exhibition – November 28-December 6
Apply, M. Devos, Parc des Expositions, Toulouse.

1971

PARIS:
Exhibition of Artistic Workshops – January
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, SW7 (Tel. 01-589 0185).

MUNICH:
International Light Industries and Handicrafts Fair – April
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

FLORENCE:
International Handicraft Fair – April-May
* Apply, Mostra Mercalo Nazionale dell Artiganato, Piazza Della Liberta 1, Florence.

HAMBURG:
You and Your World – Show of Modern Living with Do-It-Yourself and Hobby Shows – August
† Apply, Planten un Blomen, 2 Hamburg 36, Am Dammtor.

HERNING:
Handicrafts and Industrial Fair – September
Apply, Secretariate, A/S Herning Hallen, Herning (7400).

PARIS:
Exhibition of Artistic Workshops – September
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARIS:
Do-It-Yourself Exhibition – November 7-15
Apply, Salon du Bricolage, 42 Rue du Louvre, Paris, Ier.

1972

PARIS:
International Domestic Arts Exhibition (ARTS MENAGERS) – March
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

MUNICH:
International Light Industries and Handicrafts Fair – March
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

FLORENCE:
International Handicraft Exhibition – April-May
* Apply, Mostro Mercalo Nazionale dell Artiganato, Piazzo Dell Liberta 1, Florence.

PARIS:
Do-It-Yourself Exhibition – November 7-15
Apply, Salon du Bricolage, 42 Rue du Louvre, Paris, Ier.

Heating and Ventilating

1971

UTRECHT:
Heating Refrigeration and Air Conditioning Exhibition – February 16-20
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

STUTTGART:
International Trade Fair for Oil and Gas Heating (INTHERM) – March 3-7
* Apply, CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, EC4 (Tel. 01-236 0911).

FRANKFURT:
International Exhibition for Heating and Plumbing Equipment – March 31-April 4
Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London EC4 (Tel. 01-236 5050).

COPENHAGEN:
International Fair for Heating, Ventilation and Sanitation – May 14-23
Apply, Udstillingshallen Forum A/S, Jul. Thomsens Plads, 1925 Copenhagen V.

HELSINKI:
Heating, Plumbing and Air Conditioning Fair – May
Apply, Exhibition Consultants Ltd., 11 Manchester Square, W1 (Tel. 01-486 1951).

ZAGREB:
International Exhibition of Heating, Cooling and Air-Conditioning Equipment 'INTERKLIMA' – June 21-27
Apply, Exhibitions Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

PRAGUE:
International Exhibition of Househeating 'Househeating' – October
Apply, Rapid Advertising Agency, Ulice 28, Rijna 13, Prague 1.

PRAGUE:
4th International Exhibition of Heating and Air Conditioning Technology 'PRAGOTHERM 71' – November 11-18
Apply, Made in (Publicity), 92 Fleet Street, EC4 (Tel 01-583 7034).

1972

STUTTGART:
International Trade Fair for Oil and Gas Heating (INTHERM) – March 22-26
* Apply, CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, EC4 (Tel. 01-236 0911).

BRUSSELS:
European Heating Ventilating and Air Conditioning Exhibition (EUROCLIMA) – March
Apply, Foire Internationale de Bruxelles, Palais du Centenaire, Bruxelles 2.

Horticulture and Horticultural Equipment

1971

BRUSSELS:
International Garden Show – February-March
* Apply, 'The Garden' Information Centre, 14 Rue Duquesnoy, Brussels, 1.

GENOA:
International Flower and Plant Exhibition (EUROFLORA) – April 17-25
Apply, Exhibitions and Trade Fairs Ltd., 10 Clifford Street, London, W1 (Tel. 01-734 0511).

1972

BRUSSELS:
International Garden Show – February-March
* Apply, 'The Garden' Information Centre, 14 Rue Duquesnoy, Brussels, 1.

HAMBURG:
International Garden Exhibition – April-October
Apply, Planten un Blomen, 2 Hamburg 36, Am Dammtor.

Hospital and Medical Equipment

1970

HELSINKI:
Physicians Days Exhibition – November
Apply, Dr. E. Klinge, Finish Doctors Association, Helsinki.

1971

COPENHAGEN:
International Scandinavian Dental Fair – January 3-5
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

BASLE:
International Fair for Medical Electronics and Bioengineering (MEDEX) – March 9-13
Apply, MEDEX 71, PO Box 21, CH 4000, Basle 21.

ZURICH:
International Trade Fair for Hospital and Medical Equipment – May 5-9
Apply, Arbeitsgemeinschaft fur Fachmessen, Sekretariat Hofackerstrasse 36, 8032 Zurich.

STUTTGART:
International Hospital Exhibition (INTERHOSPITAL 71) – May 11-14
* Apply, CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, EC4 (Tel. 01-236 0911).

DUBLIN:
Obstetrics and Gynaecology Exhibition – May 19-21
Apply, ETA (Congresses and Expositions), 74 Northumberland Road, Ballsbridge, Dublin 4, Ireland.

BERLIN:
Pharmaceutical and Medico-Technical Exhibition – June 1-6
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

AMSTERDAM:
International Optometric and Optical Congress and Exhibition – June 7-10
Apply, The Congress Secretariat, Organisatie Bureau Amsterdam NV, Postbus 7205, Amsterdam, The Netherlands.

DUBLIN:
International Medical & Hospital Equipment Exhibition & Congress – June 13-18
Apply, Fairs & Exhibitions Ltd., 14 New Burlington Street, London, W1 (Tel. 01-734 0855).

AMSTERDAM:
International Congress and Exhibition of Radiology (RADEX) – June 14-18
Apply, The Secretariat of 'RADEX Amsterdam 1971' c/o Holland Organising Centre, 16 Lange Voorhout, The Hague, Netherlands.

MUNICH:
18th Internationa Dental Exhibition – June 17-21
Apply, Exhibitions Consutants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

PRAGUE:
International Exhibition during the 4th European Congress of Neurosurgery 'NEUROSURGERY 71' – June 27-July 2
Apply, Made In (Publicity), 92 Fleet Street, London, EC4 (Tel. 0-583 7034).

PRAGUE:
International Exhibition during the 7th World Congress of Chemtherapy 'CHEMOTHERAPIA 71' – August August 23-28
Apply, Made In (Publicity), 92 Fleet Street, London, EC4 (Tel. 0-583 7034).

GOTHENBURG:
International Medical Care Exhibition – October 8-14
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

HELSINKI:
Physicians Days Exhibition – November
Apply, Dr. E. Klinge, Finnish Doctors Association, Helsinki.

BRUSSELS:
International Exhibition of Hospital and Medical Equipment – November
Apply, Secretary, Avenue du Domaine, Brussels, 5.

1972

MALMO:
International Hospital Exhibition (ISIMA 72) – May 30-June 2
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

HELSINKI:
Physicians Days Exhibition – November
Apply, Dr. E. Klinge, Finnish Doctors Association, Helsinki.

Laundry and Allied Services

1970

PARIS:
International Laundry, Dyeing and Dry-Cleaning Exhibition – December 11-21
Apply, Comite Interfederal de Liaison Blanchisserie Teint, 127 Rue de Picpus, Paris 12e.

1971

AMSTERDAM:
International Cleaning and Maintenance Exhibition (INTERCLEAN) – April 20-23
Apply, Rai Gebouw N.V., 8 Europaplein, Amsterdam.

1972

BRNO:
International Laundry and Dry Cleaning Exhibition – June 26-30
Apply, Fairs and Exhibitions Ltd., 14 New Burlington Street, London W1 (Tel. 01-734 0855).

Leather, Leather Goods and Fur

1971

PARIS:
Fancy Leather Goods and Travel Articles Fair – January 10-15
Apply, M Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

BRUSSELS:
International Leather Goods Exhibition – January 10-17
Apply, Salon de la Maroquinerie, 52 Rue du Progres, Brussels, 1.

MILAN:
International Leather Exhibition (MIPEL) – January 16-20
Apply, Merceto Italiano Della Pelleteria, Mipel, Via Leopardi 14, Milan.

OFFENBACH:
International Leather Goods Fair – February
Apply, Offenbacher Messe GmbH, 605 Offenbach-am-Main, 1 Kaiserstrasse 108-112.

BOLOGNA:
International Shoe & Leather Fair – March 6-10
Apply Exhibition and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. 01-734 0511).

PARIS:
International Fur Trade Exhibition – April 17-22
Apply, M Lebel, 36 Avenue de l'Opera, Paris, 1er.

FRANKFURT:
International Fur Fair – April 24-28
* Apply, Frankfurter Rauchwaren-Messe GmbH, 6 Frankfurt-am-Main, Bettinaplatz 1.

OFFENBACH:
International Leather Goods Fair – August
* Apply, Offenbacher Messe GmbH, 605 Offenbach-am-Main, 1 Kaiserstrasse 108-112.

PARIS:
International Leather Week (Semaine Du Cuir) – September 10-15
Aply, M. de Cardaillac, Conseil National du Cuir, 2 Rue Edouard VII, Paris, 9e.

1972

OFFENBACH:
International Leather Goods Fair – February
* Apply, Offenbacher Messe GmbH, 605 Offenbach-am-Main, 1 Kaiserstrasse 108-112.

BOLOGNA:
International Shoe and Leather Fair – March
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. 01-734 0511).

PARIS:
International Fur Trade Exhibition – April
Apply, M Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-587 0185).

FRANKFURT:
International Fur Fair – April
* Apply, Frankfurter Rauchwaren-Messe GmbH, 6 Frankfurt-am-Main, Bettinaplatz 1.

OFFENBACH:
International Leather Goods Fair – August
* Apply, Offenbacher Messe GmbH, 605 Offenbach-am-Main, 1 Kaiserstrasse 108-112.

PARIS:
International Leather Week – September
Apply, M Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

Motor Vehicles, Motor Cycles and Bicycles

1970

TURIN:
International Motor Show – October 28-November 8
Apply, Comitato Organizzatore Salone Internazionale Delli Automobile, Corso Galileo Ferraris 61, Turin.

1971

COPENHAGEN:
Sports and Racing Car Show – January 29-February 7
Apply, Erhvervenes Udstillingsselskab, Bella Centret, A/S. Hvidkildevej 64, 2400 Copenhagen NV (Tel. 01 340111).

BRUSSELS:
International Motor Show – January
Apply, Salon de l'Automobile, 22 rue du Luxembourg, Brussels 4.

AMSTERDAM:
International Motor Show – February 11-21
Apply, Netherlands Cycle and Automobile Industry Association, 8 Europaplein, Amsterdam Z1.

ZURICH:
International Cycle and Motor Cycle Exhibition – February 24-March 1
Apply, Chamber Syndicale Suisse de l'Automobile et Branches Annexes, 16 quai de l'Ecole de Medecine, CH 1211 Geneva 4.

GENEVA:
International Motor, Motor Cycle and Cycle Show – March 11-21
Apply, Secretariat Permanent, Case Postale 1211, 1200 Geneva.

MALMO:
Motor Show – 27 March-4 April
Apply, Sydexpo AB, Vastanvag 7, 216 13 Malmo.

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BELGRADE:
International Fair of Engines and Motor Vehicles – April 16-25
Apply, Beogradski Sajam, Bulevar Vojvode Misica 14, PO Box 048, Belgrade.

PRAGUE:
International Exhibition 'AUTOPROGRESS' – August 2-11
Apply, Rapid Advertising Agency, Prague 1, Ulice 28, Rijna 13.

FRANKFURT:
International Motor Exhibition – September 16-26
† Apply, Verband der Automobileindustrie e.V., 6 Frankfurt-am-Main Westendstrasse 61.

PARIS:
International Motor, Cycle and Motorcycle Exhibition October 7-17
Apply, M. le President, 3, Avenue du President Wilson, Paris, 16e.

TURIN:
International Motor Show – November
Apply, Comitata Organizzatore, Salone Internazionale dell Automobile, Corso Galileo Ferraris 61, Turin.

MILAN:
International Cycle & Motorcycle Exhibition – November
Apply, National Association of Cycle, Motorcycle & Accessories MFCS, Via Mauro Macchi 32, Milan.

1972

STUTTGART:
Motor-Sport-Hobby Exhibition – January 29-February 6
* Apply, CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, EC4 (Tel. 01-236 0911).

GENEVA:
International Commercial Vehicle Exhibition – January 29-February 6
Apply, Secretariat Permanent Case Postale 1211 1200 Geneva.

AMSTERDAM:
International Cycle and Motor Cycle Exhibition – February
Apply, R. A. J. Gebouw NV, 8 Europaplein, Amsterdam.

MALMO:
Motor Show – February/March
Apply, Sydexpo AB, Vastanvag 7, 216 13 Malmo.

GENEVA:
International Motor Show – March 9-19
Apply, Secretariat Permanent Case Postale 1211 1200 Geneva.

BELGRADE:
International Fair of Engines and Motor Vehicles – April
Apply, Beogradski, Sajam Bul, Voivode Misica 14, PO Box 408 Belgrade.

COLOGNE:
International Cycle and Motor Cycle Exhibition (IFMA) – September
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Abbey House, Room 229, Victoria Street, London, SW1 (Tel. 01-799 2134).

PARIS:
International Motor, Cycle and Motorcycle Exhibition – October
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-859 0185).

Music and Musical Instruments

1971

CANNES:
International Record and Music Publishing Market (MIDEM) – January 17-22
Apply, Mitch Murray Organisation, 13 Sunnyfield Mill Hill, London, NW9 (Tel. 01-959 1411).

Office Machinery and Equipment

1970

ZAGREB:
International Exhibition of Office Machinery and Equipment 'INTERBIRO' – November 16-21
Apply, Exhibitions Consultants Ltd., 111 Manchester Square, London, W1 (Tel. 01-486 1951).

1971

VIENNA:
International Office Organisation Exhibition (IFABO) – February 7-10
Apply, Arbeitsgemeinschaft Buroorganisation (Working Committee for Office Organisation), Karl Schwaighofergasse 14, 1070 Vienna.

ZURICH:
Office Equipment Exhibition (BUFA) – September 7-11
Apply, Schweiz Burofach-verband, Walter Rentsch Jnr., President Heinrichstr., 216, POB 3046, 8023 Zurich.

COPENHAGEN:
International Exhibition of Office Equipment and Business Machines – September
Apply, Udstillingsselskabet UFESAS, Ryvangs Alle 20, 2100 Copenhagen O.

MILAN:
International Office Machinery and Equipment Exhibition (SMAU) – September-October
* Apply, Associazione Nazionale Commercianti in Macchine e Forniture per Ufficio, Piazza Belgioloso 1, Milan.

PARIS:
International Business Machines and Office Equipment Exhibition (SICOB) – September-October
Apply, M. Hermieu, Salon de l'Equipement de Bureau, 6 Place de Valois, Paris, 1er.

STOCKHOLM:
Data Processing and Equipment Fair (DATA 71) – October 20-27
Apply, Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

COLOGNE:
Exhibition for Organization and Technique in Office and Works (ORGATECHNIK) – October 24-28
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Abbey House, Room 229, Victoria Street, London, SW1 (Tel. 01-199 2134).

ZAGREB:
International Exhibition of Office Equipment and Machinery 'INTERBIRO' – October 25-30
Apply, Exhibitions Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

1972

VIENNA:
International Office Organisation Exhibition (IFABO) – February
Apply, Arbeitsgemeinschaft Buroorganisation (Working Committee for Office Organisation) Karl Schwaighofgasse 14, 1070 Vienna.

BERGEN:
Office Equipment Exhibition – September
Apply, Kontor Teknisk, Forening I Bergen, Bergen.

PARIS:
International Business Machines and Office Equipment Exhibition (SICOB) – September-October
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

STOCKHOLM:
Office 72 Exhibition – October-November
Apply, Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

Packaging Machinery and Materials

1970

PARIS:
International Bottling Equipment and Allied Industries Exhibition – November 9-15
Apply, M. Caron, 3 Rue la Boetie, Paris, 8e.

PARIS:
International Packaging Exhibition – November 9-15
Apply, Salon de L'Emballage, 20 Rue Corpeaux, 92, Puteaux.

1971

BUCHAREST:
International Exhibition of Aluminium Foil Machines for the Packing Industry (IInd Issue) – First Quarter
Apply, Publicom (Rumanian International Advertising Agency) 22 Bdvl. Nic. Balcescu, Bucharest.

BRUSSELS:
International Packaging Exhibition (PROPACK) – June 8-13
Apply, Secretariat, Palais du Centenaire, Brussels.

BRNO:
International Packaging Exhibition (EMBAX) – June 21-25
Apply, Fairs and Exhibitions Ltd., 14 New Burlington Street, London, W1 (Tel. 01-734 0855).

DUBLIN:
Irish Packaging Exhibition – September 27-October 1
Apply, Provincial Exhibitions, City Hall, Deansgate, Manchester, MP4 3H (Tel. 061-832 6363).

MILAN:
International Packaging Exhibition (IPACK-IMA) – October 24-30
† Apply, IPACK-IMA, 62 Via Carlo Ravissa, Milan.

BELGRADE:
International Exhibition of Packaging and Packing Equipment (SAVROPAK) – November 15-20
Apply, General Director Beogradski Sajam Bulevar, Vojvode, Misica 14, (PO Box 408), Belgrade.

1972

UTRECHT:
World Packaging Exhibition (MACROPACK) – March
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel 01-486 1951).

PARIS:
International China, Glassware and Pottery Exhibition (arts Du Feu) – April
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARIS:
International Bottling Equipment and Allied Industries Exhibition – November
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARIS:
International Packaging Exhibition – November
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

1973

DUSSELDORF:
International Trade Fair of Packaging Machines, Packaging Materials, Confectionery Machinery (INTERPACK) – May 10-16
Apply, John Buck Trade Fair Agencies Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

Photographic Equipment

1970

PARIS:
International Photo, Cinema, Optic Exhibition – November
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

1971

PRAGUE:
3rd International Show of Photographic and Film Technique, Literature and Photography 'INTERKAMERA 71' – March 25-April 3
Apply, Made In (Publicity), 92 Fleet Street, EC4 (Tel. 583 7034).

MOSCOW:
Cinematographic Technology and Equipment used to produce and present motion-picture films as well as to process films and photocopies 'KINOPHOTOECHNICA '71' – May-June
Apply, The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

BELGRADE:
Third International Photograph and Cine Exhibition – October 22-31
Apply, General Director Beogradski Sajam Bulevar, Voivade, Misica 14, Belgrade.

1972

COLOGNE:
International Cine and Photo Exhibition (PHOTOKINA) – October
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, SW1 (Tel. 01-799 2134).

Pottery and Glass

1971

VALENCIA:
International Ceramics and Glass Fair – March 27-April 4
Apply, Feria de la Ceramica y Vidrio, Llano de Real, Apartado 476, Valencia.

PARIS:
International China, Glassware and Pottery Exhibition – March 28-April 2
Apply, French Trade Exhibitions, 24 Rutland Gate, SW1. (Tel. 01-589 0185).

PARIS:
International China, Glassware and Pottery Exhibition (Arts du Feu) – September
Apply, French Trade Exhibitions, 24 Rutland Gate, London SW7 (Tel. 01-589 0185).

Printing, Stationery and Printing Machinery

1972

DUSSELDORF:
International Paper and Printing Exhibition (DRUPA) – May 28-June 8
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

Scientific Instruments and Nuclear Equipment

1971

BELGRADE:
Second International Astronautic and Space Technology Exhibition 'KOSMOS MIRU' – June 16-July 4
Apply, General Director, Beogradski Saiam Bulevar, Vojvode, Misica 14, (PO Box 408), Belgrade.

GENEVA:
Conference and Exhibition on Peaceful Uses of Atomic Energy – September 6-16
Apply, Secretariat Permanent, Case Postale 1211, 1200 Geneva, Switzerland.

MOSCOW:
Instruments for Scientific Research in the strength of Materials and Structures – September-October.
Apply, The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

DUSSELDORF:
International Fair for Automation, Electronics and Instrumentation with Congress (INTERKAMA) – October 14-20
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

1972

BASLE:
International Fair for Nuclear Industries (NUCLEX) – October 16-21
Apply, Secretary, NUCLEX, PO Box 21, Ch 4000, Basle 21.

Ships and Boats

1970

AMSTERDAM:
International Shipbuilding Marine Engine and Port Equipment Exhibition (EUROPORT) – November 10-14
Apply, Apply, Exhibition Managements Ltd., 50 Rochester Row, London, SW1 (Tel. 01-828 4142).

1971

PARIS:
International Pleasure Boat Exhibition – January 8-18
Apply, M. Dayne, SPODEX, 15 Rue de la Paix, Paris, 1er.

HAMBURG:
International Boat Show – January 22-31
* Apply, Planten un Blomen, 2 Hamburg 36, Am Dammtor.

GENOA:
International Boat, Camping, and Caravan Exhibition – February 1-10
Apply, E. A. Fiera Internazionale di Genoa, Piazzale J. F. Kennedy, 16129, Genoa.

GOTHENBURG:
International Boat Exhibition – February
Apply, AB Svenska Batutstallningen, Scheelegatan Goteborg O (Box 29010 Goteborg 29).

MALMO:
International Boat Show – February
Apply AB Malmo Batutstallningen, c/o Kungsmassan, Fack, S-434 00, Kungsbacka.

AMSTERDAM:
International Boat and Camping Exhibition (HISWA) – March 5-14
* Apply, R. A. I. Gebouw N.V., 8 Europaplein, Amsterdam.

STOCKHOLM:
International Boat Show – March
Apply, St. Erik's-Massan, Storangsvagen 18, 115 34 Stockholm.

BERLIN:
International Boat Show and Aquatic Exhibition – March
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

HELSINKI:
International Boat Show – March
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

OSLO:
Norwegian Boat Exhibition – March
Apply, H. R. Aovokat Cerhard Wiese, Startingscaten 12, Oslo 1.

OSLO:
International Shipping Exhibition – May
Apply, Norgas Vafemess P.B. 130, Skoyen, Norway.

HELSINKI:
International Maritime Exhibition 'NAVIGARE' – September
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

FRIEDRICHSHAFEN:
International Boating and Nautical Sports Exhibition (INTERBOOT) – October 2-10
* Apply, Internationale Bodensee Messe, Friedrichshafen GmbH, 7990 Friedrichshafen, Biedlepark-Ost.

AMSTERDAM:
International Shipbuilding, Marine Engine and Port Equipment Exhibition (EUROPORT) – November
Apply, Exhibition Managements Ltd., 50 Rochester Row, London SW1 (Tel. 01-828 4142).

1972

HAMBURG:
International Boat Show – January
* Apply, Planten un Blomen, 2 Hamburg 36, Am Dammtor.

PARIS:
International Pleasure Boat Exhibition – January
Apply, M Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

COPENHAGEN:
International Scandinavian Boat Show –February
Apply, A/S Skandinavisk, Buduelstilling, Forum, Copenhagen.

AMSTERDAM:
International Boat and Camping Exhibition (HISWA) – March
* Apply, R. A. I. Gebauw NV 8 Europaplein, Amsterdam.

STOCKHOLM:
International Boat Show – March
Apply, St. Erik's-Massan, Storangsvagen 18, 115 34 Stockholm.

ATHENS:
International Shipping Exhibition (POSIDONIA) – June
Apply, Maritime Presentations Ltd., London.

FRIEDRICHSHAFEN:
International Boating and Nautical Sports Exhibition (INTERBOOT) – September-October
* Apply, Internationale Bodensee Messe, Friedrichshafen GmbH, 7990 Friedrichshafen, Biedlepark-Ost.

AMSTERDAM:
International Shipbuilding, Marine Engine and Port Equipment Exhibition (EUROPORT) – November
Apply, Exhibition Managements Ltd., 50 Rochester Row, London, SW1 (Tel. 01-828 4142).

Sports Goods and Camping Equipment, including Caravans

1971

PARIS:
Swimming Pool Exhibition – January 8-18
Apply, Commissariat General, Bateau 'Salon Nautique', Port Debilly, Face au 32, Avenue du New York. Paris, 16e.

DUBLIN:
'LEISURE LIFE 71' – February 3-7
Apply, ETA Congresses & Expositions, 74 Northumberland Road, Ballsbridge, Dublin 4.

MUNICH:
International Sports Equipment Fair (ISPO) – February 18-21
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

PARIS:
International Caravan Exhibition – February-March
Apply, M Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

AMSTERDAM:
International Boat and Camping Exhibition (HISWI) – March 5-14
* Apply, R. A. I. Gebouw NV., 8 Europaplein, Amsterdam.

HERNING:
Hobby and Vacation Show – March
Apply, Secretariate, A/S Herning Hallen, Herning.

GRENOBLE:
International Winter Sports Exhibition – March
Apply, French Trade Exhibition, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

COLOGNE:
International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (SPOGA) – October 10-12
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. 01-799 2134).

PARIS:
International Open Air Equipment and Fishing Exhibition – October 16-19
Apply, French Trade Exhibition, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARIS:
International Caravan Exhibition (HISWA) – October
Apply, M Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

1972

AMSTERDAM:
International Boat and Camping Exhibition (HISWA) – October
* Apply, R. A. I. Gebouw, NV, 8 Europaplein, Amsterdam.

COLOGNE:
International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (SPOGA) – October
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. 01-799 2134).

Textiles and Textile Machinery

1970

MILAN:
International Market for Clothing Textiles (MITAM) – Nvember 7-10
Apply, Milam, Galleria San Babila H/D, Milan.

FRANKFURT:
International Textiles for Clothing Exhibition (INTERSTOFF) – November 17-20
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

1971

PARIS:
Exhibition of Lace, Embroidery and Fabrics for Corsetry, Lingerie – February 13-16
Apply, M Bonnave, French Trade Exhibition, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARIS:
Knitting Industrides Exhibition – February
Apply, French Trade Exhibitions, 24 Rutland Gate, SW7 (Tel. 01-589 0185).

BELGRADE:
Third Commercial Exhibition of Textiles and Fifth Footwear Exhibition – March
Apply, Beogradski Saiam, Bulevar Vojvade Misica 14, PO Box 408, Belgrade.

FRANKFURT:
International Textiles for Clothing Exhibition (INTERSTOFF) – May 24-27
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

PARIS:
International Textile Machinery Exhibition – June 27-July 1
Apply, Union des Constructeurs de Materiel Textile de France, 10 Avenue Hoche, Paris, 8e.

FRANKFURT:
International Textiles for Clothing Exhibition (INTERSTOFF) – November 23-26
* Apply LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

1972

FRANKFURT:
Trade Fair for Home Furnishing Textiles – January 12-16
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

PARIS:
Knitting Industries Exhibition – February
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

FRANKFURT:
International Textiles for Clothing Exhibition (INTERSTOFF) – May
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

FRANKFURT:
International Textiles for Clothing Exhibition (INTERSTOFF) – November
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

Toys and Games

1971

MILAN:
International Toy Fair – January 31-February 7
Apply, Secretary, Salon Internazionale del Giocattolo, Via Morosini 20, Milan.

NUREMBERG:
International Toy Fair – February 6-12
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

PARIS:
International Toy Fair – February 14-20
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PLZEN:
International Exhibition of Toys, Hobby, Sport, Music, 'All for the Child', 'WORLD OF CHILDREN 71' – Autumn
Apply, Made In (Publicity), 92 Fleet Street, EC4 (Tel. 01-583 7034.

1972

NUREMBERG:
International Toy Fair – February 5-11
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

PARIS:
International Toy Fair – February
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

Watches and Clocks

1971

BESANCON:
International Clock and Watchmaking Industry Exhibition – April-May
Apply, M. Regnier, Promenade Chamars, Besancon (Doubs, 25).

Other Specialized Fairs

1970

MILAN:
Industrial Cleaning, Maintenance and Sanitation Exhibition (PULISAN) – November 3-8
Apply, Pulisan Vih Ph Olo-da Cannobio 9, 20122, Milan.

DUSSELDORF:
International Congress with Exhibition for Oceanology and Exploitation of the Sea (INTEROCEAN) – November 10-15
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

VIENNA:
International Exhibition of Vending Machinery and International Congress of Vending Machinery Manufacturers (INCOMAT) – November 17-19
Apply, Austrian Association of Vending Machine Traders, Brucknerstrasse 4/8, Vienna 4.

PARIS:
European Point of Sale Advertising Exhibition – November
Apply, Euro-Ply, 20 Rue Carpeaux, 92-Puteaux.

BUDAPEST:
International Exhibition and Conference on Transportation Maps – December 3-11
Apply, MEM-National Office of Lands and Mapping, Department of Cartography, Kossuth Lajoster 11, Budapest V.

PARIS:
Industrial Cleaning Exhibition – December 7-12
Apply, Society Progeco, 24 Rue du Rocher, 75 Paris, 8e.

1971

PARIS:
International Audio-Visual Exhibition – January 14-20
Apply, CIDAV, 7 Avenue George V, Paris, 8e.

BORDEAUX:
OceanExpo – March 9-14
Apply, Oceanexpo, 8 Rue de la Michodiere, Paris, 2e.

BRUSSELS:
International Inventors Exhibition – March 12-21
* Apply, Institute of Patentees and Inventors, 207/208 Abbey House, Victoria Street, London, SW1 (Tel. 01-222 1616).

DUBLIN:
'INDEQUIP '71' Equipment and Services for Manufacturing and Maintenance Activities in Industry – April 14-17
Apply, ETA Congresses and Expositions, 74 Northumberland Road, Ballsbridge, Dublin 4.

BOLOGNA:
International Perfumery and Cosmetics Exhibition – April 28-May 3
Apply, Exhibitions and Trade Fairs International Ltd., 10 Clifford Street, London, W1X 2AQ (Tel. 01-734 0511).

PARIS:
International Travel Exhibition – April-May
Apply, Comite De La Foire de Paris, 23 Rue Notre Dame Des Victories, Paris, 2e.

DORTMUND:
International Schools Exhibition – May 8-15
Apply, Das Schulver Waltungsamt Der Stadt Dortmund Schulausstellung 4600, Dortmund (Tel Balkenstrasse 12-20).

PLZEN:
The World of Children Exhibition – May 9-24
Apply, Made In (Publicity), 92 Fleet Street, London, EC4 (Tel. 01-583 7034).

VIENNA:
International Safeguards in Industry Exhibition (IFFA 71), (6th World Congress for the Prevention of Industrial Accidents and Industrial Diseases) – May 11-14
Apply, Wiener Messe-Aktiengesellschaft, Postfach 124, Messeplatz 1, Wien 7.

WIESBADEN:
German Rubber Congress and Exhibition – May 17-19
Apply, Deutsche Kautschuk-Gesellschaft, 6,000 Frankfurt-am-Main, Zeppelinalle 69.

STUTTGART:
International Roller and Shutter Products Fair (R71) – June 10-13
† Apply CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, EC4 (Tel. 01-236 0911).

TIBLISI:
Equipment for producing illuminated signs (such as are used in advertisements) and examples of such signs – June
Apply, The USSR Chamber of Commerce, Department of International & Foreign Exhibitions 1-a Sokolnicheski Val Moscow.

DUBLIN:
'71 ETEX', Dublin's 3rd Education and Training Exhibition – June 29-July 3
Apply, ETA Congresses & Expositions, 74 Northumberland Road, Ballsbridge, Dublin, 4.

EREVAN:
Modern Equipment used in Underground Hydrotechnical Construction, 'HYDROPODZEMSTROI – June
Apply, The USSR Chamber of Commerce, Department of International & Foreign Exhibitions, 1-a Sokolnicheski Val Moscow.

MOSCOW:
Scherbinka Station (Moscow Region) Rolling Stock – July
Apply, The USSR Chamber of Commerce, Department of International & Foreign Exhibitions, 1-a Sokolnicheski Val Moscow.

MOSCOW:
(Ismalovsky Park or Gorki Park) Modern Park Amusement Equipment and Theatre Equipment – July-August
Apply, The USSR Chamber of Commerce, Department of International & Foreign Exhibitions, 1-a Sokolnicheski Val Moscow.

DUBLIN:
Royal Dublin Society 'HORSE SHOW' and Exhibition – August 10-14
Apply, Royal Dublin Society, Ballsbridge, Dublin, 4.

LJUBLJANA:
International Congress and Exhibition Processing – August 23-28
Apply, Arpent, Corringales, Hatfield Heath, Bishop Stortford, Hertfordshire (Tel. Hatfield Heath 315).

BUDAPEST:
World Exhibition of Hunting – August 27-September 30
Apply, Hungarian Foreign Trade Office for Fairs & Publicity, Budapest XIV Varosliget.

JONKOPING:
International Air Pollution Control and Noise Abatement Exhibition – September 1-7
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

PARIS (Le Bourget):
3rd International Exhibition of Prevention, Safety and Protection of Mankind Environment and Property (EUROPROTECTION) – September 28-October 2
Apply, Europrotection, 8 Rue de la Michodiere, Paris, 2e.

BERLIN:
72nd German Soap Fair – September
† Apply, Berliner Ausstellungen, 1 Berlin 19, Messedam 22.

MUNICH:
First International Exhibition of Technical Systems and Apparatus for Educational Purposes (VISODATA) – October 25-29
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

SARAJEVO:
First International Fair of Plum Brandy, Spirits and Non-alcoholic Drinks – October
Apply, Skenderija, Sluzba Sajam Sarajevo, Mica Sokolovica bb.

DUSSELDORF:
Industrial Safety and Factory Hygiene Exhibition – November
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

VIENNA:
International Exhibition of Vending Machinery and International Congress of Vending (INCOMET) – November
Apply, Austrian Association of Vending Machine Traders, Brucknerstrasse 4/8, Vienna IV.

POZNAN:
Fifth Congress of Polish Technicians 'ORGATECHNIKA' and Exhibition – Firms interested in exhibiting contemporary equipment and aids used by designers, engineers and office staff to increase work efficiency – February 11-13
Apply, Dyrektor K Prynda, Osrodek Postepu Technicznego, Katowicz, Ul. Buczka 12, PO Box No. 454.

1972

STUTTGART:
Motor-Sport-Hobby Exhibition – January 29-February 6
Apply, CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, EC4 (Tel. 01-236 0911).

HANOVER:
European Educational Equipment Exhibition (DIDACTA) – March 17-21
† Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, EC2 (Tel. 01-628 7050).

HERNING:
Hobby and Vacation Show – March
Apply, Secretariat, A/S Herning-Hallen, Herning 7400.

BRUSSELS:
International Inventors Exhibition – March
* Apply, Institute of Patentees and Inventors, 207/208 Abbey House, Victoria Street, London, SW1 (Tel. 01-222 1616).

PARIS (Le Bourget):
2nd International Exhibition on Water Techniques and Environment (Man and Water – Man and Air) – April 11-15
Apply, Man & Water, 8 Rue de la Michodiere, Paris, 2e.

BUDAPEST:
European Ophthalmological Congress – April 17-21
Apply, c/o Eye Clinic, Clinc University Medical School, VIII, Illes, Illes u 15, Budapest, Hungary.

BOLOGNA:
International Perfumery and Cosmetics Exhibition – April-May
Apply, Exhibitions & Trade Fairs International Ltd., 10 Clifford Street, London, W1X 2AQ (Tel. 01-734 0511).

WIESBADEN:
International Pet Trades Fair (INTERZOO) – May
Apply, Zentralverband Zoologischer Fachgeschäfte Deutschlands e.v. 6000 Frankfurt-am-Main, Stresemannallee 35-37.

HERNING:
Handicraft and Industrial Fair – September
Apply, Secretariat, A/S Herning-Hallen, Herning 7400.

PARIS:
European Point of Sale Advertising Exhibition – November
Apply, EURO-PLV, 20 Rue Carpeaux-92-Puteaux, France.

PARIS:
Childhood, Youth and Family Exhibition – November
Apply, M Mangerer, 11 Rue Anatole-de-la-Forge, Paris, 17e.

SECTION III

Trade Fairs and Exhibitions outside Europe

GENERAL FAIRS

1970

SAN SALVADOR:
Fourth International Fair of El Salvador – November 7-23
Apply, Managing Director, Executive International Fair Committee, Avenida Revolucion y Doble Via a Santa Tecla, San Salvador, El Salvador, C.A.

BUENOS AIRES:
British Industrial Fair 'BA '70' – November 5-15
Apply, Industrial & Trade Fairs International Ltd., Commonwealth House, 1-19 New Oxford Street, London, WC1. (Tel. 01-242 9011).

SANJUAN (PUERTO RICO):
International Trade Fair – November
Apply, G. Lettersten Esq., Feria Internacional del Pacifico, Apartado 4900, Lima, Peru.

HONG KONG
28th Exhibition of Hong Kong Products – December 9-January 12 1971
Apply, The Chinese Manufacturers Association of Hong Kong C.M.A. Building, 64-65 Connaught Road, C. Hong Kong.

1971

ACCRA:
International Trade Fair – February 1-14
Apply, Ghana International Trade Fair, Ministry of Trade, P.O. Box M.47, Accra.

TRIPOLI:
International Trade Fair – March 1-20
Apply, Tripoli International Trade Fair, Giaddat O Muktar Tripoli P.O. Box 891 Tripoli.

CAIRO:
International Fair – March 2-23
Apply, Ministry of Economy and Foreign Trade, General Organization for International Exhibitions and Fairs, Exhibition Ground, Guezira/Cairo.

JOHANNESBURG:
Rand Easter Show – March 30-April 12
Apply, The Secretary, Witwatersrand Agricultural Society P.O. Box 4344, Johannesburg.

SYDNEY:
Royal Easter Show – April 2-13
Apply, Royal Agricultural Society of New South Wales, Driver Avenue, R.A.S. Showground, Sydney, N.S.W. 2000.

TOKYO:
International Trade Fair (Capital and Consumer Goods) – April 16-May 5
Apply, Tokyo International Trade Fair Commission, GPO Box 1201 Tokyo.

TUNIS:
International Fair – May 21-June 6
Apply, Foire Internationale de Tunis Esplanade Mohamed V, Tunis.

MELBOURNE:
International Trade Fair – May
Apply, Thomson Exhibition Promotions Pty. Ltd., Sydney, 47, Chippen Street, Chippendale, N.S.W. 2008.

TEL-AVIV:
International Trade Fair (Technology) – June 7-17
Apply, Mr. A. Burke, Anglo-Israel Chamber of Commerce, Kern House, 36 Kingsway, London, WC2 (Tel. 01-402 9696).

KINSHASA:
2nd International Trade Fair 'FILKIN 1971' – June 24-July 11
Apply, Foire International De Kinshasa BP No. 1397—Limete/Kinshasa, Congo.

SYDNEY:
International Trade Fair – August 12-21
Apply, Industrial & Trade Fairs Pty. Ltd., 3rd Floor, ADC House, 77 Pacific Highway P.O. Box 428, North Sydney.

WELLINGTON:
International Trade Fair – August 18-September 4
Apply, Wellington Show Association, Inc. Box 6141 Wellington N.Z.

HOBART:
Hobart Trade Fair – August
Apply, Thomson Exhibition Promotions Pty. Ltd., PO Box 20165, Melbourne, Victoria 3001.

SINGAPORE:
British Industrial Exhibition – October 18-29
Apply, Mrs. I. M. Janzen, Department of Trade & Industry, Room 220, Tower Block, Hillgate House, London, EC4 (Tel. 01-248 5757, Ext. 7093).

PARAMARIBO:
Surinam Trade Fair – October
Apply, Commercial Department, British High Commission, 44 Main Street, PO Box 625, Georgetown, Guyana.

1972

SYDNEY:
Royal Easter Show – March 24-April 4
Apply, Royal Agricultural Society of New South Wales, Driver Avenue, R.A.S. Showground, Sydnew, N.S.W. 2000.

OSAKA:
Consumer Goods Fair – April
Apply, Osaka International Trade Fair Commission, Honmachibashi, Higashi-Ku, Osaka, Japan.

SAN SALVADOR:
Fifth International Fair of El Salvador – November
Apply, Managing Director, Executive International Fair Committee, Avenida Revolucion y Doble via a Santa Tecla, San Salvador, El Salvador, C.A.

1973

SYDNEY:
International Trade Fair – October 4-13
Apply, Industrial and Trade Fairs Pty. Ltd., 3rd Floor, ADC House, 77 Pacific Highway, P.O. Box 428, North Sydney, N.S.W.

SANTA CRUZ (BOLIVIA):
Agricultural, Animal, Industrial and Commercial Exhibition – September
Apply, Feria Exposicion on Agricola, Canadera, Industrial y Commercial Edificio Camera de Comercio, Santa Cruz, Bolivia.

NAIROBI:
Nairobi Show – Autumn
Apply, Agricultural Society of Kenya, Jamhuri Park, Nairobi, Kenya.

SAO PAULO:
Agricultural Technique Trade Fair 'FETAG' – November-December
Apply(Alcantara Machado Comercio e Empreendimentos Ltda., Rua Brasilio Machado, 60 Sao Paulo, Brazil.

ORANGE:
The National Field Days – November
Apply, The National Field Days Committee, P.O. Box 310, Orange, N.S.W. 2800.

LOUISVILLE (KENTUCKY):
National Farm Machinery Show –
Apply, William B. Grant, Jr., Secretary National Farm Machinery Show, 1237 Commonwealth Building, Louisville Kentucky, 40202, U.S.A.

TORONTO:
Canadian Farm and Industrial Equipment Show – January
Apply, L. Sykes Esq., Canada Farm and Industrial Equipment, Show Buildings, Exhibition Park, Toronto.

CAPE TOWN:
Fishing Industries Exhibition – October
Apply, Industrial Exhibition Organisers, P.O. Box 15517, Siemend, Johannesburg.

NAIROBI:
Nairobi Show – Autumn
Apply, Agricultural Society of Kenya, Jamhuri Park, Nairobi, Kenya.

ORANGE:
National Field Days – November
Apply, The National Field Days Committee, P.O. Box 310, Orange, N.S.W. 2800.

(b) SPECIALIZED FAIRS

Agriculture, Forestry, Fishing and Agricultural Machinery

1970

ORANGE:
The National Field Days – November
Apply, The National Field Days Committee, P.O. Box 310, Orange, N.S.W. 2800.

1971

MINNEAPOLIS:
Retail Farm Equipment Association Convention – January 13-15
Apply, Mr. K. L. Austin, Retail Farm Equipment Association of Minnesota and South Dakota, 129, E. Broadway, Owatonna, Minnesota 55060, U.S.A.

TORONTO:
Canadian Farm & Industrial Equipment Show – January 27-30
Apply, Canada Farm & Industrial Equipment Show (Ltd.), 55 Glen Cameron Road, Thornhill, Toronto, Ontario.

HAMILTON:
National Field Days – June
Apply, Hamilton Field Days Committee, Hamilton, New Zealand.

ADDIS ABABA:
The Association for the Advancement of Agricultural Sciences in Africa (AAASA) Exhibition of Agricultural Equipment – August-September
Apply, Mr. Yohannis Negash, AAASA, P.O. Box 30087 – M.A., Addis Ababa, Ethiopia.

Aircraft and Aeronautical Equipment

1971

ABIDJAN:
Flying Exhibition & Static Display – February
Apply, Comite des Fetes Aeriennes, Boite Postale 6250, Abidjan.

JOHANNESBURG:
'AIREX 71' – August 2-7
Apply, Industrial Exhibition Organisers Pty. Ltd., P.O. Box 15517, Siemond, Johannesburg.

TOKYO:
Aerospace Show – October 29-November 3
Apply, Executive Office of the International Aerospace Show Organising Council, c/o Asahi Shimbun, 2-3 Yurakucho, Chiyoda-ku, Tokyo.

Books and Periodicals

1971

MEXICO CITY:
Display of British Paperback Books – January-March
Apply, Publishers Association, 19 Bedford Square, London, WC1 (Tel. 01-580 6321).

SINGAPORE:
International Book Fair – April 2-7
Apply, Mr. N. T. S. Chopra, Singapore Book Fair (PTE) Ltd., 47 The Arcade, Raffles Place, Singapore, 1.

Building, Public Works and Construction Equipment

1970

TORONTO:
Construction Public Works and Municipal Equipment Show – December 7-10
Apply Lloyd Haines, Show Manager, Industrial and Trade Show of Canada, 481 University Avenue, Toronto, Ontario.

1971

CHICAGO:
Concrete and Aggregates Show – January 30-February 4
Apply, National Ready Mixed Concrete Association, 900 Spring Street, Silver Spring, Maryland 20910, USA.

KUWAIT:
British Trade Drive – Building Materials Exhibition – February 20-23
Apply, Building Materials Export Group, Suite 18, Chantrey House, Eccleston Street, London, SW1 (Tel. 01-730 2642).

VANCOUVER:
Western Construction Materials and Equipment Show – November 18-20
Apply, David Whitehead, Amalgamated Construction Association of BC, 2000 West 12th Avenue, Vancouver 9, British Columbia.

1972

CHICAGO:
Concrete and Aggregates Show – January 30-February 4
Apply, National Ready Mixed Concrete Association, 900 Spring Street, Silver Spring, Maryland 20910, USA

SYDNEY:
International Building Exhibition – June 5-10
Apply, The Building Trades Exhibition Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

JOHANNESBURG:
South African Building Exhibition – August
Apply, The Building Exhibition, Overseas Division, 11 Manchester Square, London, W1 (Tel. 01-486 1951).

Chemicals and Allied Industries including Plastics

1970

JOHANNESBURG:
Plastic '70 – November 16-21
Apply, South African Exhibition Organizers (Pty) Ltd., PO Box 2900, Johannesburg.

NEW YORK:
Exposition of Chemical Industries – December 1-5
Apply, A. K. Stevens Esq., International Exposition Co., 200 Park Avenue, Pan Am Building, New York, NY 10017.

1971

CLEVELAND:
Pittsburgh Conference on Analytical Chemistry and Applied Spectroscopy – February 28-March 5
Apply, Mr. R. Mainier Koopers Co., 440 College Park Drive, Monroeville, PA 15146, USA.

TULSA:
International Petroleum Exposition – May 15-23
Apply, Martin C. Dwyer Inc., Wrigley Building, 400 North Michigan, Chicago, Illinois 60611.

JOHANNESBURG:
Plastics 71 – June 21-26
Apply, Industrial Exhibition Organizers (Pty) Ltd., PO Box 15517 Siemend, Johannesburg.

JOHANNESBURG:
Chemex '71 – September 30-October 5
Apply, Industrial Exhibition Organizers (Pty) Ltd., PO Box 15517 Siemend, Johannesburg.

CHICAGO:
National Plastics Exposition – November
Apply, Mr. K. E. Knowles, Vice-President, Clapp & Poliak, 245 Park Avenue, New York, NY 10017, USA.

1972

OSAKA:
Japan Plastics Fair (JAPANPLAS) –
Apply, Secretariat International Fair of Plastics, Plastics Technical Society of Japan, The Osaka Technical Research Institute Building, Kita-Ogimachi, Kita-Ku, Osaka.

Clothing

1971

NEW YORK:
National Boutique Show – January 24-27
Apply Alan B. Larkin, Suite 910, 99 Chauncy Street, Boston, Mass. 02111.

NEW YORK:
National Association of Men's Sportswear Buyers (NAMSB) Show – March 21-24
Apply, National Association of Men's Sportswear Buyers, 185 Madison Avenue, New York, NY 10016.

SYDNEY:
International Clothing Machinery & Supplies Exhibition – November 8-12
Apply Thomson Exhibition Promotions Pty., 47 Chippen Street, Chippendale, SYDNEY 2008.

Engineering, Electrical and Electronic including Radio and Television

1970

BOSTON:
Northeast Electronics Research and Engineering Meeting – November 4-6
Apply, Stewart K. Gibson, PO Box 324, Boston, Mass.

CHICAGO:
National Electronics Conference & Exhibition – December 7-9
Apply, Rudolph J. Napolitan, General Manager, West 22nd Oak Brook, Illinois, 60521, USA.

1971

SYDNEY:
International Control, Electronics, Telecommunications Instruments and Automation Exhibition, 'CETIA' – February 15-19
Apply, The Executive Director, CETIA Exhibition Administration Box 3629, Sydney, NSW 2001.

CHICAGO:
National Electronic Packaging & Production Conference & Exhibition – April 6-8
Apply, Industrial & Scientific Conference Management Inc., 222 W. Adams Street, Chicago, Illinois, 60606 USA.

ATLANTIC CITY:
Spring Joint Computer Conference – May 17-20
Apply, D. Cruzen Esq. 201 Summit Avenue, Montvale, New Jersey, 08745.

MELBOURNE:
International Instruments, Electronics, Automation, Control Equipment & Communications Show – May 24-28
Apply, General Exhibitions, Fairs & Conventions (VIC) Pty. Ltd., 392 St. Kilda Road, Melbourne, Victoria.

CINCINNATI:
Annual National Audio-Visual Convention & Exhibition – July 17-20
Apply, The National Audio-Visual Association Inc. 3150 Spring Street, Fairfax, Virginia, 22030, USA.

DETROIT:
International Electrical and Electronic Engineering Conference and Exposition on Underground Distribution – September 27-30
Apply, Robert T. Kenworthy Inc., 866 United Nations Plaza, New York, NY 10017.

JOHANNESBURG:
Instrument & Automation Exhibition – September 30-October 5
Apply, Industrial Exhibition Organizers (Pty) Ltd., PO Box 15517, Siemend, Johannesburg.

OSAKA:
Japan Electronics Show – October 1-7
Apply, Electronics Industries Association of Japan Tokyo Chamber of Commerce Building 14, Marunouchi, 3-Chome, Chiyoda-ku, Tokyo.

CHICAGO:
Instrument Automation Conference & Exhibition – October 4-7
Apply, P. N. Meade Esq., Exhibition Director, Penn-Sheraton, Wm. Penn Place, Pittsburgh, PA 15219 USA.

TORONTO:
International Electronics Exposition – October 4-7
Apply, J. R. Stiles Esq., 1819 Yonge Street, Toronto, 7

CHICAGO:
National Electronics Conference & Exhibition – October 18-20
Apply, Rudolph J. Napolitan, General Manager, West 22nd, Oak Brook, Illinois, 60521, USA.

1972

TOKYO:
Japan Electronics Show – April
Apply Eectronics Association of Japan, Tokyo Chamber of Commeree Building 14 Marunouchi, 3-Chome, Chiyoda-ku, Tokyo.

1973

SYDNEY:
Control Electronics, Telecommunications, Instruments & Automation Exhibition 'CETIA' – Febrary 26-March 2
Apply, The Executive Director, CETIA Exhibition Administration, Box 3629, GPO Sydney, NSW 2001.

Engineering, Other

1970

OSAKA:
Japan International Machine Tool Fair – October 28-November 8
Apply, The Secretariat, Osaka International Trade Fair Commission, Honmachibashi, Higashi-ku, Osaka.

CHICAGO:
National Die Casting Exposition and Congress – November 16-19
Apply, Irwin I. Chaitin, Exposition Director, 1601 W. Lafayett, Detroit, Michigan.

DALLAS:
Southwestern Tool Exposition – November 17-19
Apply, George Wooton, Society of Manufacturing Engineers 20501, Ford Road, Dearborn, Michigan.

JOHANNESBURG:
International Machine Tool Exhibition – November 23-28
Apply, Witwatersrand Agricultural Society, PO Box 31777, Bramfontein, Johannesburg.

1971

NAIROBI:
British Machinery Exhibition – January 25-29
Apply, Overseas Exhibition Services Ltd., 11 Manchester Square London, W1 (Tel. 01-486 1951).

VICTORIA (AUSTRALIA):
The Local Government Engineers Association Field Days – February 9-11
Apply, The Local Government Engineers Association of Victoria, Field Day Committee, 1397 Centre Road, Clayton Victoria 3168.

TOKYO:
Advanced Imported Woodworking Machinery Exhibition – March 17-21
Apply, Japan Woodworking Machinery Trade Association, 7-15, 6-Chome, Hon-Komagome, Bunkyo-Ku, Tokyo.

CLEVELAND:
Plant Engineering and Maintenance Show – March 22-25
Apply, Clapp & Polaik, 245 Park Avenue, New York, N Y 10017 USA.

HOUSTON:
16th Annual International Gas Turbine Conference and Products Show – March 28-April 1
Apply, R. Tom Sawyer, Esq., ASME Gas Turbine Division, Ho-Ho-Kus, New Jersey 07423.

PHILADELPHIA:
Society of Mechanical Engineers Material Engineering Conference and Tool Exhibition (SME) – April 26-30
Apply, Exposition Dept., SME 20501 Ford Road, Dearborn, Michigan 48128.

TORONTO:
National Industrial Production Show – May 10-14
Apply, Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2.

MELBOURNE:
1st National Materials Handling and Management Show – May 10-14
Apply, Technical Exhibitions Pty., Ltd., Suite 3, 242 Toorak Road, South Yara, Victoria, Australia.

NEW YORK:
Design Engineering Show – May 19-22
Apply, Clapp & Polaik Inc., 245 Park Avenue, New York, NY 10017.

BUFFALO (NEW YORK):
Annual Technical Conference & Trade Show Association of Operative Millers of America – May 23-27
Apply, Mr D S Eber, Exective Vice-President, 639 Board of Trade Building, Kansas City, Missouri, USA.

MELBOURNE:
6th International Engineering Show – August 2-7
Apply, Industrial and Trade Fairs Pty Ltd., 3rd Floor, ADC House, 77 Pacific Highway, PO Box 428, North Sydney, NSW.

TOKYO:
Maintenance & Chemical Show – September. This show comprises of the following shows: (1) The Material Management Show (2) The National Plant Engineering & Maintenance Show (3) The Heating, Air-conditioning & Sanitary Engineering Exhibition (4). The Chemical Plant Engineering Show.
Apply: Japan Management Association, 25 Shiba Park, Minato-Ku, Tokyo.

KANSAS CITY:
Association Diesel Specialists – September 14-18
Apply, Mr. Martin Fromm, Director 633 East 63rd Street, Kansas City, Missouri, USA.

MELBOURNE:
2nd International Mining Construction & Materials Handling Show – September 27-October 2
Apply, General Exhibitions, Fairs & Conventions (VIC) Pty Ltd., 392 St. Kilda Road, Melbourne.

TORONTO:
Canadian Welding Society Show – September 29-October 2
Apply, E. A. Gill, Canadian Welding Society, PO Box 9, Station J, Toronto.

JOHANNESBURG:
Mines '71 – September 30 October 5
Apply, Industrial Exhibition Organizers (Pty) Ltd., PO Box 15517, Siemend, Johannesburg.

SYDNEY:
4th Machine Tool Exhibition – October 14-23
'Participation through local agents or distribution only.'
Apply, Industrial & Trade Fairs, Pty. Ltd., 3rd Floor, ADC Hose, 77 Pacific Highway, PO Box 428, North Sydney.

DETROIT:
Materials Engineering Exposition – October 18-20
Apply: Mr. D. J. Walter, Exposition Manager, Metals Park, Ohio, 44073, USA.

TOKYO:
Fluid Power International Exhibition – October
Apply, Secretariat Office, International Hydraulic and Pneumatic Machine Fair, The Nichon Kogyo Shibun 3, 1 Chome, Ohtemachi Chiyoda-Ku, Tokyo, Japan.

NAGOYA:
18th All Japan Woodworking Machinery Exhibition – November 1-8
Apply, Chubu Woodworking Machinery Industries Associations, 36 5-Chome, Iwai-Dori, Baka-Ku, Nagoya.

1972

TOKYO:
7th Advanced Imported Woodworking Machinery Exhibition – March
Apply, Japan Advanced Woodworking Machinery Association, 7-13 6-Chome, Hon-Komagome, Bunkyo-Ku, Tokyo.

OSAKA:
Inter Engineering – April
Apply, Osaka Trade Fair Commission, Honmachi-bashi, Higashi-Ku, Osaka, Japan.

CLEVELAND:
Mining Congress and Coal Show – May 8-11
Apply, J. Allerton Overton Jnr., Executive Vice-President, 1100 Ring Building, Washington, DC, 20036 USA

TORONTO:
National Industrial Production Show – May 8-12
Apply, A Start Riddell, Show Manager, 481 University Avenue Toronto, 2.

SYDNEY:
International Engineering Exhibition – August 7-12
Apply, Thomson Exhibition Promotions Pty, Ltd., Thomson House, 47 Chippen Street, Chippendale, NSW 2008.

TOYKO:
Japan International Machine Tool Fair – October-November
Apply, The Tokyo International Trade Fair Commission, 4-6-12, Harumi, Chuo-Ku, Tokyo.

NAGOYA:
The 18th Nagoya Wood Working Machinery and Equipment Fair – November
Apply, Chubu Woodworking Machinery Manufacturers Association, 5-36 Iwaidori, Naka-ku, Nagoya, Japan.

Fancy Goods, Jewellery and Giftware

1971

CHICAGO:
Chicago Giftware Show – January 24-29 and August 1-6
Apply, Eastern Manufacturers and Importers Exhibit Inc., 220 Fifth Avenue, New York, NY 1000, USA.

TORONTO:
Spring Gift Show – February 21-25
Apply, Angus Baxter, V.P., 443 Mount Pleasant Road, Toronto 7, Ont.

SYDNEY:
International Gift Trade Fair – February 21-25
Apply, World Trade Promotions Pty Ltd., 29 Berry Street, North Sydney, NSW 2060.

NEW YORK:
National Art Materials Trade Association Convention – May 13-17
Apply, Mr. Bertram Cholet, Executive Secretary, 252 Harrison Avenue, Hasbrouck Heights, New Jersey, NJ 07604, USA.

NEW YORK:
International Jewellery Trade Show – July
Apply, Gayou Management Co. Inc., 1112 Arcade Building, St. Louis, MO 63101.

Foodstuffs, Food Machinery, Hotel and Catering Equipment

1970

NEW YORK:
National Hotel & Motel Exposition – November 9-12
Apply, Charles E. Quain, New York State Hotel and Motel Association Inc., 141 West 51 Street, New York 10019.

1971

TORONTO:
Canadian Restaurant Association Show – April 25-28
Apply Don Adamsons, Canadian Restaurant Association, 60 Revenue Road, Toronto 180, Ontario.

CHICAGO:
National Restaurant-Hotel-Motel Convention Exhibition – May 22-26
Apply, Jerry Flaherty, 1530 N Lakeshore Drive, Chicago, Illinois 60610, USA.

SAO PAULO:
International Food Trade Fair – July 9-18
Apply, Alcantara Machado Comercio e Empreendimentos Ltda., Rua Brasiliox Machado, 60 Sao Paulo, Brazil.

NEW YORK:
National Fancy Food and Confection Show – September
Apply, Chas. Snitow Organization, 331 Madison Avenue, New York, NY 10017.

JOHANNESBURG:
Hotel & Catering Exhibition – Spring
Apply, South African Exhibition Organizers (Pty.) Ltd., PO Box 2900, Johannesburg

SYDNEY:
Cartering Exhibition – May 1-6
Apply, Industrial & Trade Fairs Pty. Ltd., 3rd Floor, ADC House, 77 Pacific Highway, PO Box 428, North Sydney, NSW.

MONTREAL:
International Salon of Food and Agriculture – October 31-November 8
Apply, M. J. de Broin, 10819 St. Denis Street, Montreal, 357.

Footwear

1971

NEW YORK:
National Shoe Fair – March
Apply, Edward A. Launzel Esq., New Yorker Hotel, 34th & 8th Avenue, New York, NY 10001.

MONTREAL:
Canadian Shoe and Leather Fair – September 26-28
Apply, Jean Guy Maheu GM 1010 St. Catherine, W. Montreal, PQ.

1972

MONTREAL:
Canadian Shoe Fair – September
Apply, Jean Guy Maheu, G.m.b., 1010 St. Catherine W, Montreal, PQ.

Furniture, Furnishings, Household Equipment and Hardware

1970

TORONTO:
National Interior Design Show – November 12-14
Apply, Robert M. Gowdy, Esq., Box 1010, Station B Toronto 2B, Ontario.

1971

NEW YORK:
International Home Furnishing Show – January 10-14
Apply, National Furniture Mart, 215 Lexington Avenue, New York, NY 10016.

TORONTO:
Floor Covering Show – January 11-16
Apply, Peter Garneau Exhibits Manager, Box 1010, Station B, Tortono 2B.

TORONTO:
Canadian Hardware Show – February 8-10
Apply, U. G. Taylor, 290 Merton Street, Toronto 7, Ontario.

MELBOURNE:
1st International Floor Coverings, Equipment & Services Exhibition 'Floorex 71' – February 15-20
Apply, Technical Exhibitions Pty. Ltd., Suite 3/242, Toorak Road, South Yara, Victoria, Australia.

JOHANNESBURG:
Rand Daily Mail Ideal Homes – October 2-17
Apply, Industrial Exhibition Organisers (Pty.) Ltd., PO Box 15517, Siemund, Johannesburg.

TORONTO:
National Interior Design Show – November
Apply, Robert M. Gowdy, Esq., Box 1010, Station B, Toronto 2B.

1972

TORONTO:
Floor Covering Show – January
Apply, Peter Garneau, Exhibits Manager, Box 1010, Station B, Toronto 2B

TORONTO:
National Interior Design Show – November
Apply, Robert M. Gowdy, Esq., Box 1010, Station B, Toronto 2B.

TORONTO:
Canadian Hardware Show – February
Apply, D. J. Blanchard, Esq., Canadian Retail Hardware Association, 290 Merton Street, Toronto 7.

Heating and Ventilating

1971

PHILADELPHIA:
International Heating and Air Conditioning Exposition – January 25-28
Apply, Mr. E. K. Stevens, Manager, International Exposition Co., Pan American Building, 200 Park Avenue, New York, NY 10017, USA.

SYDNEY:
Heating, Air Conditioning, Ventilation and Refrigeration Show (HEAVANT) – May 10-14
Apply, Interact Pty Ltd., PO Box 127, Balgowlah, NSW, 2093.

JOHANNESBURG:
Airex 71 – August 2-7
Apply, Industrial Exhibition Organisers (Pty) Ltd., PO Box 15517, Siemend, Johannesburg.

Hospital, Medical, Surgical and Dental Equipment

1970

DUNEDIN (NZ):
Exhibition of Hospital Supplies & Equipment – November 17-19
Apply, Secretary, Otago Hospital Board, PO Box 946, Dunedin (NZ).

1971

KUWAIT:
British Trade Drive – Hospital Equipment and Pharmaceutical Exhibition – March 28-April 1
Apply, British Hospitals Export Group, 24 Nutford Place, London, W1H 6AN (Tel. 01-262 2641)

WASHINGTON:
American Association for Health, Physical Education & Recreation (AAHPER) National Meeting – April 2-6
Apply, Dr. Carl Traester Jnr., Executive Secretary, 1201 16th Street NW, Washington DC 20036.

LAS VEGAS:
Association of Western Hospitals Exhibition – April 19-21
Apply, Mr. Melvin C. Sheflin, Executive Director, 26 O'Farrell Street, San Francisco, California 94108.

NEW YORK:
14th Annual National Exposition of the Surgical Trade Industries (NESTI) – April 23-25
Apply, Conolly & Leopold Exposition Management, Hotel McAlpine, New York, NY 10001.

MINNEAPOLIS:
Upper Midwest Hospital Conference – May 26-28
Apply, Mr. G. Taylor, Executive Secretary, 140, Church Street, SE, Minneapolis, Minnesota 55414, USA.

MEXICO CITY:
World Veterinary Congress – August 15-21
Apply, XIX World Veterinary Congress, Commercial Exhibitions Section, Aquiles Serdan 28-5, Mexico 3 DF.

MELBOURNE:
9th International Conference on Medical and Biological Engineering – August 23-27
Apply, Secretary General, 9th ICMBE, University of Melbourne, Parkville, Victoria, Australia (3052).

LAS VEGAS:
American Academy of Ophthalmology and Otolaryngology – October
Apply, Stanley A. Nelson, Executive Secretary, 4005, W 65th Street, Minneapolis 55435, USA.

SAN JUAN (PORTO RICO):
48th American Congress of Rehabilitation Medicine – November 7-12
Apply, Mr. Creston C. Herold, 30 North Michigan Avenue, Chicago, Illinois 60602.

1972

LIMA:
International Medical Exhibition - Tecnomed – April
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1.

JOHANNESBURG:
South African International Medical Exhibition – June
Apply, Overseas Exhibition Services Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

KYOTO:
5th World Congress of Anaesthesiology – September 19-23
Apply, Mr. Takatoshi Nakamoto Daido AD Centre Ltd., International Congress Division, 20-1 Sendagaya 4-Chome Shibuyu-Ku, Tokyo.

Laundry and Allied Services

1971

National Institute of Dry Cleaning Exhibition – March 24-27
Apply, The National Institute of Dry Cleaning, Silver Spring, Maryland 20910.

Leather, Leather Goods and Fur

1971

SAO PAULO:
National Leather Trade Fair – January-February
Apply, Alcantara Machado Comercio e Empreendimentos Ltda., Rua Brasilio, Machado, 60, Sao Paulo, Brazil.

Motor Vehicles, Motor Cycles and Cycles

1970

CHICAGO:
Automotive Parts and Accessories Association Show – November 9-11
Apply, Hub Erickson, Managing Director, 407 S Dearborn Street, Chicago, Illinois 60605, USA.

1971

CLEVELAND:
Recreational Vehicle Exposition – January 6-10
Apply, The Ohio Mobile Home and Recreational Vehicle Association, Suite 1930, Le Veque Lincoln Tower, 50 West Broad Street, Columbus, Ohio 43215, USA.

LONG BEACH, CALIFORNIA:
Motor Cycle and Accessory Trade Show – January 6-10
Apply, Motor Cycle Dealers News, 747 E Green Street, Pasadena, California 91101, USA.

DETROIT:
SAE Automotive Engineering Exposition and Congress – January 11-15
Apply, Jay R Paul Display Manager, 2 Penn Plaza, New York, NY 10001, USA.

HOUSTON:
Motor Cycle & Accessory Show – January 27-31
Apply, Motor Cycle Dealer News, 747 E Green Street, Pasadena, California 91101.

ANAHEIM (USA):
International Truck, Trailer & Equipment Exposition – March 31-April 2
Apply, Gary Sherrard Show Co-ordinator, 1240 Bayshore Highway, Burlingame, California 94010.

LOS ANGELES:
Auto Expo '70 – May 28-June 6
Apply, Mr. Bob Topa, 9777 Wilshire Boulevard, Beverly Hills, California 90212, USA.

MINNEAPOLIS:
International Snowmobile Trade Show – June 2-4
Apply, Snowmobile Industry Association, 5100 Edina Industrial Boulevard, Minneapolis, Minnesota 55424, USA.

SYDNEY:
The Motor Show – September 3-11
Apply, The Chamber of Automotive Industries of NSW Trade Association, 33-39 Riley Street, Potts Point, NSW 2011.

TOKYO:
The 18th Tokyo Motor Show – October
Apply, Japan Motor Industrial Federation Inc., Ohtemachi Building, 1-6-1, Ohtemachi, Chiyoda-ku, Tokyo.

JOHANNESBURG:
Power '71 – November 10-20
Apply, Industrial Exhibition Organisers (Pty.) Ltd., PO Box 15517, Siemend, Johannesburg.

CHICAGO:
Automotive Parts and Accessories Association (APAA) Show – November
Apply, Automotive Parts & Accessories Association, 407 S Dearborn Street, Chicago, Illinois 60605, USA.

1972

SYDNEY:
The Motor Show – Stepember 1-9
Apply, The Chamber of Automotive Industries of NSW Trade Association, 33-39 Riley Street, Potts Point, NSW 2011.

Music and Musical Instruments

1971

CHICAGO:
Music Industry Show & Convention – June 27-July 1
Apply Foster L. Lee, Esq., Staff Director, 222 W Adams Street, Chicago 60606, Illinois, USA.

Office Machinery and Equipment

1971

KUWAIT:
British Trade Drive – Business Equipment Exhibition – January 24-28
Apply, Business Equipment Trades Association, 109, Kingsway, London, WC2 (Tel. 01-405 6233).

Packaging Machinery and Materials including Containers

1970

TORONTO:
Canadian National Packagiing Exposition – November 3-5
Apply Packaging Association of Canada, 25 Merton Street, Toronto 7, Ontario.

1971

BOMBAY:
International Packaging Machinery Exhibition – February-March
Apply, Indian Institute of Packaging, 254C Dr. Annie Besant Road, Prabhadevi, Bombay 25 DD.

CHICAGO:
National Packaging Exposition – May 3-6
Apply, Clapp & Polak, 345 Park Avenue, New York, NY 10017, USA.

SYDNEY:
Freightex '71 – International Freight & Transport Services Exhibition – June 28-July 2
Apply, Industrial and Trade Fairs Pty. Ltd., 3rd Floor, ADC House, 77 Pacific Highway, PO Box 428 North Sydney, NSW.

MINNEAPOLIS:
Upper Midwest Packaging & Handling Exposition – November 3-5
Apply, Mr. Cory, Trade Shows Inc., 904 North Western National Bank Building, Minneapolis, Minnesota 55402, USA.

ATLANTIC CITY:
Packaging Machinery Show – November 15-18
Apply, Leif Oxaal Packaging Machinery Manufacturers Institute, 2000 K Street, Washington DC 20006.

1972

TOKYO:
International Packaging Show – June
Apply, Japan Pack Newspaper, Akebons Building, 4-7-6 Iidabashi, Chiyoda-ku, Tokyo.

Photographic Equipment

1971

CHICAGO:
Photo Expo 1971 – April 15-17
Apply, Clapp & Polak, 245 Park Avenue, New York, NY 10017, USA.

Pottery and Glassware

1971

MILWAUKEE:
American Scientific Glassblower's Society Symposium – June 22-25
Apply, Mrs. Dolores Sites, American Scientific Glassblowers Society, 309 Georgetown Avenue, Gwinhurst, Wilmington, Delaware 19809, USA.

1972

PHILADELPHIA:
American Ceramic Society Exposition – May
Apply, S. A. Robbins, Esq., Show World, 37 W 39th Street, New York, NY 10018.

Printing, Stationery and Printing Machinery

1971

MELBOURNE:
Stationery and Greeting Card Trade Fair – March 17-24
Apply, Mr. W. Horn, Amalgamated World Trade Fairs Pty. Ltd., 11 The Hub Arcade, 393 Pitt Street, Sydney 2000.

CHICAGO:
Gravure Technical Association Annual Convention – April
Apply, Mr. Rudy Lang, 11 W 42nd Street, New York, NY 10036, USA.

Ships and Boats

1971

NEW YORK:
National Boat Show – January 20-31
Apply, Peter M. Wilson, 537 Steamboat Road, Greenwich, Conn 06830.

HOUSTON:
International Boat, Sport and Travel Show – January-February
Apply, Boating Trade Association of Houston, Texas.

MIAMI:
International Boat Show – February 19-24
Apply, John Rogers, 1333 South Miami Avenue, Miami, Florida 33130.

SYDNEY:
1971 Telegraph Boat Show – July 23-31
Apply, Industrial and Trade Fairs Pty. Ltd., 3rd Floor, ADC House, 77, Pacific Highway, PO Box 428, North Sydney, NSW.

CHICAGO:
Marine Trades Exhibits and Conference – September
Apply, Marine Trades Exhibition & Conference, 401 N Michigan Avenue, Chicago, Illinois 60611, USA.

1972

MIAMI:
International Boat Show – February
Apply, John Rogers, Esq., Executive Manager, 1333 South Miami Avenue, Miami 33130.

SYDNEY:
5th International Boat Show – July 21-29
Apply, Thomson Exhibition Promotions Pty, Ltd., 44 Chippen Street, Chippendale, NSW 2008.

Sports Goods and Camping Equipment including Caravans

1971

CHICAGO:
National Sporting Goods Association Show – February 7-11
Apply, Mr. G. M. Shutt, Executive Director, 717 North Michigan Avenue, Chicago, Illinois 60611, USA.

TORONTO:
Canadian National Sportsmen's Show – March 12-21
Apply, Harold D. Shield, Esq., Canadian National Sportsmen's Show, Suite 4904, PO Box 168, Toronto Dominion Centre, Toronto 1.

DETROIT:
American Association for Health, Physical Education and Recreation – April 2-6
Apply, Dr. Carl A. Troester Jnr., Executive Secretary, 1201, 16th Street, NW, Washington DC 20036, USA.

1972

TORONTO:
Canadian National Sportsmen's Show – March
Apply, Harold D. Shield, Esq., Canadian National Sportsmen's Show, Suite 4904, PO Box 168, Toronto Dominion Centre, Toronto 1.

Textiles and Textile Machinery

1971

CAIRO:
Arab Exhibition for Textile Industries – January 11-21
Apply, Industrial Development Centre, Arab League, Exhibition Fair Ground, Cairo, UAR.

SAO PAULO:
Brazilian Textile Trade Fair – 'FENIT' – August
Apply, Alcantara Machado Comercio e Empreendimentos Ltda., Rua Brasilio Machado, 60 Sao Paulo, Brazil.

ATLANTA:
Bobbin Show – September
Apply, Donald Segal, Esq., PO Box 527, 1120 Shop Road, Columbia SC 29202.

1972

ATLANTA:
Bobbin Show – September
Apply, Donald Segal, Esq., PO Box 527, 1120 Shop Road, Columbia, SC 29702.

Toys and Games

1970

BUENOS AIRES:
International Toy Exhibition – October 29-November 22
Apply, Expo Producciones Parana 123, 5th Floor, Of, 109/110, Buenos Aires, Argentina.

1971

MONTREAL:
Toy Fair – February 14-19
Apply, W. Griffiths, Esq., Room 1301, 67 Yonge Street, Toronto 1.

NEW YORK:
International Toy Fair – March
Apply, Gottfried Neuberger, 545 Fifth Avenue, New York, NY 10017.

SYDNEY:
International Toy Fair – March 14-18
Apply, The Organizer, International Toy Fair (1971), Australian British Trade Association, 4 Bridge Street, Sydney, NSW.

1972

MONTREAL:
Canadian Toy Fair – February
Apply, W. Griffiths, Esq., Room 301, 67 Yonge Street, Toronto 1.

SYDNEY:
International Toy Fair – March
Apply, The Organizer, International Toy Fair (1972), Australian British Trade Association, 4 Bridge Street, Sydney, NSW.

OTHER SPECIALIZED FAIRS

1970

WASHINGTON:
International Atomic Energy Conference and Exhibition (ATOM FAIR '70) – November 15-19
Apply, Jerome H. Brown, Exhibition Management, 14 West 40th Street, New York, NY 10018.

NEW YORK:
National Postage Stamp Show (ASDA) – November 20-22
Apply, Phillip F. Robbins, Esq., Executive Secretary, (ASDA), 147 West 42nd Street, New York, NY 10036.

WASHINGTON:
2nd International Clean Air Congress & Exhibition – December 6-11
Apply, Arnold Arch, Air Pollution Control Association, 4400 Fifth Avenue, Pittsburgh, PA 15213.

1971

NEW YORK:
American Institute of Physics – February 1-4
Apply, Theodore Vorburger, Exhibition Manager, 335 East 45 Street, New York, NY, USA.

NEW YORK:
American Educational Research Association's Annual Meeting – February 3-7
Apply, Theodore Driscoll Jnr., Convention Manager, 7109 Masters Drive, Potomac, Maryland 20854, USA.

CHICAGO:
Railway Engineering Maintenance Suppliers Association Exhibition – March 14-18
Apply, Mr. L. D. McGuan, Executive Secretary, Railway Engineering Maintenance Suppliers Association, 332 S Michigan Avenue, Chicago, Illinois 60604, USA.

NEW YORK:
International Stamp & Coin Exhibition (Interpex) – March 19-21
Apply, Herbert Rosen, Industrial Exhibitions, 121 West 45th Street, New York, NY 10036.

PHILADELPHIA:
National Education Association Department of Audio-Visual Instruction National Show – March 21-26
Apply, Mr. Richard G. Nibeck, Exhibition Consultant, 1201, 16th Street, NW, Washington DC 20036, USA.

CHICAGO:
Federation of American Societies for Experimental Biology Exhibition – April 13-18
Apply, Exhibition Manager, 850 Third Avenue, New York, NY 10022, USA.

TOKYO:
International Stamp Exhibition 'PHILATOKYO '71' – April 20-30
Apply, Mr. H. Kanai, Chairman of the Booth Committee, 'PHILATOKYO '71' c/o Kanai Building, 22 Funadaiku-machi, Dojima, Kita-ku, Osaka.

CHICAGO:
International Security Conference – May
Apply, Security World Publishing Co. Inc., 2639 South La Cienega Boulevard, Los Angeles, California, USA.

ATLANTIC CITY:
Knitting Arts Exhibition – May 2-7
Apply, R. T. Kenworthy Inc., 866, United Nations Plaza, New York, NY 10017.

CHICAGO:
International Purchasing Conference – May 16-19
Apply, Mr. Frank Winter, National Association of Purchasing Management, 11 Park Place, New York, NY 10007, USA.

CAPE TOWN:
International Stamp Exhibition (RSA 10) – May 22-31
Apply, Royal Philatelic Society of Cape Town, Radio City Building, Tulbagh Square, PO Box 1973, Cape Town.

ANNAPOLIS, MARYLAND:
Exhibit of Educational Resources – June 21-24
Apply, Lewis Winner, 152, West 42nd Street, New York, NY 10036.

MELBOURNE:
International Education Exhibition – June 28-July 2
Apply, Overseas Exhibition Services Ltd., 11 Manchester Square, London, W1M 5AB (Tel. 01-486 1951).

MEXICO CITY:
World Veterinary Congress – August 15-21
Apply, XIX World Veterinary Congress, Commercial Exhibitions Section, Aquiles Serdan 28-5, Mexico 3 DF.

JOHANNESBURG:
Educational and Careers – August 16-21
Apply, Industrial Exhibition Organisers (Pty.) Ltd., PO Box 15517, Siemend, Johannesburg.

JOHANNESBURG:
Great Outdoors – September 6-11
Apply, Industrial Exhibition Organizers (Pty.) Ltd., PO Box 15517, Siemend, Johannesburg.

SAO PAULO:
Children's Show – October
Apply, Alcantara Machado Comercio e Empreendimentos Ltda., Rua Brasilio Machado, 60 Sao Paulo, Brazil.

TOKYO:
International Good Living Show – October
Apply, The Tokyo International Trade Fair Commission, 4-16-12 Harumi, Chuo-ku, Tokyo.

TORONTO:
Canadian Education Showplace – December
Apply Ernest Hillrich, Esq., Show Manager, Industrial & Trade Shows, 481 University Avenue, Toronto 2.

1972

TOKYO:
International Good Living Show – October
Apply, The Tokyo International Trade Fair Commission, 4-16-12 Harumi, Chuo-ku, Tokyo.

TORONTO:
Canadian Education Showplace – December
Apply, Ernest Hillrich, Esq., Industrial & Trade Shows of Canada, 481 University Avenue, Toronto 2.

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 49 High Holborn, WC1

SECTION IV

Trade Fairs and Exhibitions in the United Kingdom

GENERAL

1971

HARROGATE:
Institute of Purchasing and Supply Minibition – September 30-October 2. At Exhibition Halls
* Apply, Purchasing Officers Association, York House, Westminster Bridge Road, London, SE1 (Tel. 01-928 1851).

1972

Agriculture, Forestry, Fishing and Agricultural Machinery

1970

LONDON:
Royal Smithfield Show and Agricultural Machinery Exhibition – December 7-11. At Earls Court
* Apply, Exhibition Manager, Smithfield Show Joint Committee, 21-24 Grosvenor Place, London, SW1 (Tel. 01-235 7000).

LONDON:
International Poultry Show – December 9-11. At Olympia
* Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01- 928 3333).

1971

BELFAST:
Annual Show and Industrial Exhibition – May 26-29. At Balmoral Showgrounds, Belfast
* Apply, Royal Ulster Agricultural Society, The Kings Hall, Belfast (Tel. 0232 665225).

SHEPTON MALLET:
Bath and West and Southern Counties – June 2-5. At Shepton Mallet
* Apply, Bath and West and Southern Counties Society, 3 Pierrepont Street, Bath, Somerset (Tel. 0225 3010).

MALVERN:
Three Counties Agricultural Society's Show – June 15-17. At Malvern.
* Apply, The Secretary, Three Counties Show, Malvern, Worcestershire (Tel. 068 456 1731).

EDINBURGH INGLISTON:
Royal Highland Show – June 22-25. At Ingliston
* Apply Royal Highland and Agricultural Society of Scotland, 8 Eglinton Crescent, Edinburgh, 12 (Tel. 031 225 6106/7).

NORWICH:
Royal Norfolk Agricultural Show – June 30-July 1. At New Costessey
* Apply, Royal Norfolk Agricultural Association Showground, Dereham Road, New Costessey (Tel. 060 55 2000).

KENILWORTH:
Royal Show – July 6-9. At Kenilworth, Warwickshire
* Apply, Royal Agricultural Society of England, National Agricultural Centre, Kenilworth, Warwickshire, CV8 2LG (Tel. 0203 56151).

LONDON:
Royal International Dairy Show – October 26-28. At Olympia
* Apply, British Dairy Farmers Association, 17 Devonshire Street, London, W1N 2BQ (Tel. 01-580 6903).

LONDON:
Royal Smithfield Show and Agricultural Machinery Exhibition – December 6-10. At Earls Court
* Apply, Smithfield Joint Committee, 21/4 Grosvenor Place, London, SW1 (Tel. 01-235 7000).

LONDON:
International Poultry Show – December 14-16. At Olympia
* Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333).

Aircraft and Aeronautical Equipment

1971

LONDON:
International Airport Construction & Equipment Exhibition – June 8-11. At Olympia
Apply, Mack-Brooks Exhibitions Ltd., 96 Hatton Garden, London, EC1 (Tel. 01-405 5171).

Building, Public Works and Construction Equipment

1970

LONDON:
Public Works and Municipal Services Congress and Exhibition – November 16-21. At Olympia
† Apply, Municipal Agency Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

1971

LONDON:
Stone Industries Exhibition – January 10-15. At Olympia
† Apply, Brintex Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

LONDON:
International Building Exhibition – November 17-27. At Olympia.
† Apply, Building Trades Exhibition Ltd., 11 Manchester Square, London, W1M 5AB (Tel. 01-486 1951).

Chemicals and Allied Industries including Plastics

1971

LONDON:
OCCA Technical Exhibition – June 21-25. At Olympia
* Apply, Oil Colour Chemists Association, Wax Chandlers Hall, Gresham Street, London, EC2 (Tel. 01-606 1439).

1972

LONDON:
Reinforced Plastics Exhibition – June 5-9. At Earls Court
† Apply, Brintex Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

Clothing

1971

LONDON:
British Glove Fair – February 22-24. At Londoner Hotel, W1
* Apply, Glove Guild of Great Britain, 9 St. Thomas Street, London, SE1 (Tel. 01-407 4781).

LONDON:
International Men's & Boys' Wear Exhibition (IMBEX)– March 1-5. At Earls Court
* Apply, Industrial & Trade Fairs Ltd., Commonwealth House, New Oxford Street, London, WC1 (Tel. 01-242 9011).

LONDON:
Fashion Fair – The Make-it-yourself Exhibition and Trade Fair – March 15-20. At Earls Court
* Apply, Brintex Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

LONDON:
British Fashion Weeks – March 29-May 28. In London
* Apply, H. Goodier, Apparel & Fashion Industry's Assoc., 81 Wimpole Street, London, W1M 7DB (Tel. 01-935 2915).

LONDON:
Junior Fashion Fair – April 26-29. At RHS New Hall, SW1
* Apply, National Children's Wear Association, 40-2 Oxford Street, London, W1V 9FJ (Tel. 01-636 1833).

LONDON:
Presentation of Children's & Teenage Fashions – April 26-29. At Criterion, Piccadilly
* Apply, H. Goodier, Teenage, Infants & Girls Fashion Fair Organization, 81 Wimpole Street, London, W1M 7DB (Tel. 01-935 2915).

HARROGATE:
The Clothing Institutes Fabrics & Equipment Exhibition – June 9-12. At Exhibition Hall
† Apply, Brintex Exhibitions Ltd., 3-4 Clements Inn, London, WC2 (Tel. 01-242 1200).

LONDON:
British Fashion Weeks – September 27-December 3. In London
* Apply, H. Goodier, Apparel & Fashion Industry's Assoc., 81 Wimpole Street, London, W1M 7DB (Tel. 01-935 2915).

HARROGATE:
Menswear Association of Britain Convention and Exhibition – October 5-7. At Exhibition Halls
* Apply, H. A. Failes, Esq., Menswear Association of Britain, Marcol House, 293 Regent Street, London, W1R 8BL (Tel. 01-580 2918).

LONDON:
25th Presentation of Children's & Teenage Fashions – October 18-21. At Criterion, Piccadilly.
* Apply, H. Goodier, MBE, Teenage, Infants' & Girls Fashion Fair Organization, 81 Wimpole Street, London, W1M 7DB (Tel. 01-935 2915).

LONDON:
Junior Fashion Fair – October 18-21. At RHS Old Hall, SW1
*Apply, National Children's Wear Association, 40/2 Oxford Street, London, W1N 9SJ (Tel. 01-636 1833/4).

Display and Shop Equipment

1971

BRIGHTON:
International Display Market Week – February 23-25. At Hotel Metropole
* Apply, National Display Equipment Association, Lennig House, Masons Avenue, Coydon, CR9 3LL (Tel. 01-686 1047).

LONDON:
Shopex International Shop Equipment & Self Service Exhibition – May 17-21. At Earls Court
Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333).

Engineering, Electrical and Electronic, including Radio and Television

1970

LONDON:
23rd Engineering Exhibition - November 10-12. At RHS New Hall
* Apply, Engineering Industries Association, 3-7 Portman Square, London, W1H 0AE (Tel. 01-935 2241).

1971

LONDON:
Lightshow International Exhibition and Conference - January 10-15. At Olympia
† Apply, Brintex Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

BRIGHTON:
Electric Living Fair - February 9-11. At Metropole Exh. Centre
* Apply, Electricity Council, Trafalgar Buildings, 1 Charing Cross, London, SW1 (Tel. 01-930 6757).

LONDON:
Sound 71 International - March 16-19. At Camden Town Hall
* Apply, Association of Public Address Engineers, 394 Northolt Road, South Harrow, Middlesex (Tel. 01-864 3405/6).

NOTTINGHAM:
Data Fair 71 - March 29-April 2. At Nottingham University
Apply, The British Computer Society Conference Dept., 29 Portland Place, London, W1N 3AG (Tel. 01-637 0471).

LONDON:
Sonex 71, 2nd Annual Hi-Fi Exhibition - March 31-April 4. (1st two days Trade, three days Public). At Sky Way Hotel, Bath Road, Hayes, Middlesex
* Apply, British Audio Promotions Ltd., 49 Russell Square, London, WC1 (Tel. 01-580 3586).

BRIGHTON:
International Cryogenics Exhibition & Conference - April 5-7. At Hotel Metropole
Apply, The Lawson Organization, Green Dragon House, 64 High Street, Croydon, CR9 2UH (Tel. 01-686 5741/2/3).

LONDON:
International London Electronic Component Show - May 18-21. At Olympia
† Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W1V 2HA (Tel. 01-437 1622).

LONDON:
London Radio Trade Show - May 23-27. At London Hotels
* Apply, The British Radio Equipment Manufacturers' Association, 49 Russell Square, London, WC1 (Tel. 01-580 3586).

HARROGATE:
11th Harrogate Lighting Exhibition - July 18-21. At Hotel Majestic
* Apply, J. W. L. Tengwall (Hon. Secretary), D.L.M.D.A., Llanerchymedd, Anglesey, North Wales (Tel. 024876 383).

LONDON:
National Audio Visual Aids Exhibition (Navex) - August 31-September 3. At Olympia
* Apply, National Committee For Audio Visual Aids in Education, 35 Queen Anne Street, London, W1M 0AL (Tel. 01-636 5791).

MANCHESTER:
Electronics, Instrument Exhibition - October 5-8. At City Hall, Deansgate
Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W1V 2HA (Tel. 01-437 1622).

LONDON:
Engineering Inspection and Control Exhibition (INSPEX) - October 12-15. At RHS Halls, SW1
† Apply, Business Conferences and Exhibitions Ltd., Mercury House, Waterloo Road, London, SE1 (Tel. 01-928 3388).

LONDON:
International Audio & Music Fair - October 21-26. At Olympia
* Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333). Also, C. Rex Hassan & Associates, 42 Manchester Street, London, W1M 5PE (Tel. 01-486 2080).

BRIGHTON:
Electronic Production Equipment Conference & Exhibition - October 17-19. At Hotel Metropole
* Apply, Industrial & Scientific Conference Management, 21 Victoria Road, Surbiton, Surrey (Tel. 01-390 0202).

LONDON:
Engineering Exhibition - November 9-11. At RHS New Hall, SW1
* Apply, Engineering Industries Association, Southern Region, 3-7 Portman Square, London, W1H 0AE (Tel. 935 2241).

1972

LONDON:
Electrex 72, International Electrical Engineers (A.S.E.E.) - Exhibition - March 22-29. At Earls Court
† Apply, Electrical Engineers (ASEE) Exhibition Ltd., Wix Hill House, West Horsley, Sussex (Tel. 048-636 383).

LONDON:
International Instruments, Electronics and Automation Exhibition - May 8-12. At Olympia
† Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W1V 2HA (Tel. 01-437 1622).

Engineering, Other

1971

LONDON:
Engineering 71. Comprising International Welding & Metal Fabrication Exhibition. London International Engineering & Marine Exhibition. Engineering Materials & Design Exhibition - April 21-29. At Earls Court
† Apply, Industrial & Trade Fairs Ltd., Commonwealth House, New Oxford Street, London, WC1A 1PB (Tel. 01-242 9011).

GLASGOW:
4th International Materials Handling Exhibition - May 17-22. At Kelvin Hall
* Apply, Exhibition Promotion (MH) Ltd., 65-6 Turnmill Street, London, EC1 (Tel. 01-253 8201/8).

LONDON:
International Assembly & Fastener Engineering Exhibition - May 17-21. At Olympia
† Apply, Commercial Exhibitions & Publications Ltd., Riverside House, Hough Street, Woolwich, London, SE18 (Tel. 01-855 7001).

BIRMINGHAM:
Foundry Exhibition - May 18-26. At Bingley Hall
* Apply, Industrial Presentation Ltd., 28 Essex Street, Strand, London, WC2 (Tel. 01-353 6565).

LONDON:
International Power Transmission Engineering Exhibition - June 21-25. At Olympia.
† Apply, Engineers Digest, 120 Wigmore Street, London, WIH 0AS (Tel. 01-935 6263 and 9357).

LONDON:
Effluent and Water Treatment Exhibition and Convention - June 22-25. At Olympia
† Apply, Brintex Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

LONDON:
Environmental Pollution Control Exhibition (ENCOPON) - June 22-25. At Olympia
Apply, Brintex Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

BIRMINGHAM:
Materials and Fastenings Exhibition - July 5-9. At Bingley Hall
* Apply, Business Conferences and Exhibitions Ltd., Mercury House, Waterloo Road, London, SE1 (Tel. 01-928 3388).

LONDON:
International Filtration & Separation Exhibition - FILTECH - September 28-October 1. At Olympia
† Apply, Filtech Exhibitions Ltd., 1 Katherine Street, Croydon, CR9 1LB (Tel. 01-686 6339).

EASTBOURNE:
The Environmental Health Exhibition - October 5-7. At Devonshire Park
Apply, Brintex Exhibitions Ltd., 3-4 Clements Inn, London, WC2 (Tel. 01-242 1200).

LEEDS:
Reconditioned Machine Tool Exhibition (Reconex) - November 30-December 4. At Queens Hall.
Apply, Mack-Brooks Exhibitions Ltd., 96 Hatton Garden, London, EC1 (Tel. 01-405 5171).

LONDON:
International Mechanical Handling Exhibition - May 9-19. At Earls Court
† Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333).

LONDON:
International Pipes, Valves, Pipelines and Engineering Exhibition - June 5-9. At Earls Court
† Apply, Brintex Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

1972

LONDON:
Industrial Finishes and Anti-Corrosion Exhibition - June 5. At Earls Court
† Apply, Brintex Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

LONDON:
International Mining Exhibition - August 18-25. At Olympia
† Apply, Brintex Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

Fancy Goods, Jewellery and Giftware

1970

LONDON:
Wholesale Buyers Gift Fair - November 29-December 3. At Mount Royal Hotel
* Apply, Trade Promotion Services Ltd., Frankland Moore House, 185-187 High Road, Chadwell Heath, Romford, RM6 1BR (Rel. 01-599 0175).

1971

LONDON:
Giftshow Olympia - January 10-15. At Olympia
* Apply, Brintex Exhibitions Ltd., 3 Clements Inn London, WC2 (Tel. 01-242 1200).

BLACKPOOL:
22nd International Gift Fair - January 31-February 4. At Winter Gardens.
* Apply, Trade Promotion Services Ltd., 185-7 High Road, Chadwell Heath, Romford, RM6 1BR (Tel. 01-599 0175).

LONDON:
Wholesale Buyers Gift Fair - November 28-December 2. At Mount Royal Hotel.
* Apply, Trade Promotion Services Ltd., Frankland Moore House, 185-7 High Road, Chadwell Heath, Romford, RM6 1BR (Tel. 01-599 0175).

Foodstuffs, Food Machinery, Hotel and Catering Equipment

1971

LONDON:
International Exhibition For The Food & Allied Industries (Foodpack 71) - March 2-5. At Alexandra Palace
* Apply, A. D. J. Brooks, Esq., B.P.S. Exhibitions Ltd., 6 London Street, W2 (Tel. 01-723 6672).

LONDON:
The Confectionery, Tobacco and Allied Trades Fair - March 23-25. At RHS New Hall, SW1
* Apply, Retail Confectioners Association Publications & Exhibitioners Ltd., Ashley House, 53 Christchurch Avenue, London, N12 (Tel. 01-445 6344).

LONDON:
Delicatessen International Exhibition - April 26-29. At RHS Old Hall, SW1
† Apply, Delicatessen Exhibitions Ltd., 14 New Burlington Street, London, W1X 2HX (Tel. 01-734 0855).

HARROGATE:
National Meat Trades Fair - May 3-5. At Exhibition Centre
* Apply, Exhibition Organizer, The National Meat Trades Fair, Technical Exhibitions, 3-4 Clements Inn, London, WC2 (Tel. 01-242 1200).

MANCHESTER:
Cookery and Catering Exhibition. - September 7-18. At City Hall
† Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester, M3 4PH (Tel. 061-832 6363).

Footwear

1971

BLACKPOOL:
International Slipper Fair - January 17-20. At Imperial Hotel.
* Apply, Shoe & Leather News (Exhibitions) Ltd., 84-8 Great Eastern Street, London, EC2 (Tel. 01-739 2071).

LONDON:
Autumn Shoes Exhibition - March 28-31. At Russell Hotel, WC1
*Apply, Shoe & Leather News (Exhibitions) Ltd., 84-8 Great Eastern Street, London, EC2 (Tel. 01-739 2071)

LEICESTER:
International Shoe Machinery Exhibition - May 17-21. At Cranby Halls.
† Apply, Shoe & Leather News (Exhibitions) Ltd., 84-8 Great Eastern Street, London, EC2 (Tel. 01-739 2071).

LONDON:
Footwear Materials and Components Exhibition – May 18-20. At Hotel Russell, WC1
Apply, Shoe & Leather News (Exhibitions) Ltd., 84-8 Great Eastern Street, London, EC2 (Tel. 01-739 2071).

LONDON:
Shoes For Spring Exhibition – October 3-6. At Mount Royal Hotel, W1
• Apply, British Footwear Manufacturers Federation, 72 Dean Street, London, W1V 5HB (Tel. 01-437 5573).

Furniture, Furnishings, Household Equipment and Hardware

1971

LONDON:
International Hardware Trades Fair – January 25-29. At Olympia
• Apply, Universal Exhibitions Ltd., PO No. 43, High Wycombe, Bucks. (Tel. 024-022 8148/8150/8169).

LONDON:
International Furniture Show – February 1-11. (Trade) February 1-23. (Public). At Earls Court
• Apply, R. W. Boardman (Exhibitions) Ltd., 8 Leicester Street, Leicester Square, London, WC2 (Tel. 01-437 0678).

LONDON:
International Carpet Linoleum and Floor Coverings Fair (Carpex) – March 1-5. At Earls Court
• Apply, Industrial & Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, WC1 (Tel. 01-242 9011).

LONDON:
Daily Mail Ideal Home Exhibition – March 2-27. At Olympia
• Apply, Associated Newspapers Ltd. Exhibition Department, Temple House, Temple Avenue, London, EC4 (Tel. 01-353 6000).

MANCHESTER:
Brighter Homes Exhibition – March 16-April 3. At City Hall
• Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester, M3 4PH (Tel. 061-832 6363).

LONDON:
International Contract Furnishing & Interior Design Exhibition – June 8-11. At Olympia
• Apply, Westbourne Exhibitions Ltd., Crown House, London Road, Morden, Surrey (Tel. 01-540 1101).

MANCHESTER:
British Furniture Manufacturers Exhibition – August 16-19. At Belle Vue and City Hall
• Apply, Federation of Furniture Trade Association, 17 Berners Street, London, W1P 4DY (Tel. 01-580 5115).

HARROGATE:
Northern Floor Coverings Fair – September 7-10. At the Exhibitions Centre
• Apply, Industrial & Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, WC1 (Tel. 01-242 9011).

Handicrafts

1970

MANCHESTER:
Do-it-Yourself Exhibition – November 10-21. At City Hall.
• Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester, M3 4PH (Tel. 061-832 6363).

1971

LONDON:
International Handicrafts & Do It Yourself Exhibition – September 3-18. At Olympia
Apply, A. J. Kreps, Esq., Link House Publications Ltd., Link House, Dingwall Avenue, Croydon, CR9 2TA (Tel. 01-686 2599).

MANCHESTER:
Do-It-Yourself Exhibition – November 9-20. At City Hall
• Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manhcester, M3 4PH (Tel. 061-832 6363).

Heating and Ventilating

1971

LONDON:
4th International Plumbing & Domestic Heating Exhibition Conference & Symposium – May 17-22. At RHS Halls, SW1
† Apply, Exhibitions and Presentations Ltd., Peterson House, Livery Street, Birmingham 3 (Tel. 021-236 2706/7/8/9).

1972

LONDON:
International Heating, Ventilating and Air Conditioning Exhibition (HEVAC) – April 17-21. At Olympia
† Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W1V 2HA (Tel. 01-437 1622).

Hospital, Medical, Surgical and Dental Equipment

1971

LONDON:
International Medical Engineering & Automation Exhibition Medea – March 15-19. At Earls Court
† Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W1V 2HA (Tel. 01-437 1622).

Laundry and Allied Services

1971

LONDON:
International Laundry, Dry Cleaning and Allied Trades Exhibition – September 9-18. At Olympia
† Apply, Industrial & Trade Fairs Ltd., Commonwealth House, New Oxford Street, London, WC1A 1PB (Tel. 01-242 9011).

Leather, Leather Goods and Fur

1971

LONDON:
Leather Goods, Luggage and Handbag Fair – January 17-21. At RHS Halls, SW1
• Apply, The Leather Institute, Leather Trade House, 9 St. Thomas Street, London, SE1.(Tel. 01-407 1582)

LONDON:
Leather Expo – May 18-21. At Earls Court.
• Apply, The Leather Institute Leather Trade House, 9 St. Thomas Street, London, SE1 (Tel. 01-407 1582).

Motor Vehicles, Motor Cycles and Cycles

1971

LONDON:
International Racing Car Show – January 6-16. At Olympia.
† Apply, A. A. Goode, Esq., Racing Car Show Joint Committee Exhibition Department, 21-4 Grosvenor Place, London, SW1 (Tel. 01-235 7000).

MANCHESTER:
Northern Racing Car Performance Show (at Belle Vue) – March 3-13
†Apply, Trades Exhibitions Ltd., Exhibition House, Spring Street, London, W2 (Tel. 01-262 2886)

GLASGOW:
Scottish Motor Exhibition – November 12-20. At Kelvin Hall.
• Apply, Scottish Motor Trade Association Ltd., 3 Palmerston Place, Edinburgh 12 (Tel. 031-225 3643).

LONDON:
International Motor Exhibition – October 20-30. At Earls Court
† Apply, Society of Motor Manufacturers & Traders Ltd., Exhibition Department, 21-4 Grosvenor Place, London, SW1 (Tel. 01-235 7000).

1972

LONDON:
International Commercial Motor Transport Exhibition – September 22-30. At Earls Court
† Apply, Society of Motor Manufacturers and Traders Ltd., Forbes House, Halkin Street, London, SW1 (Tel. 01-235 7000).

LONDON:
International Motor Exhibition – October 18-28. At Earls Court
• Apply, Society of Motor Manufacturers and Traders Ltd., Forbes House, Halkin Street, London, SW1 (Tel. 01-235 7000).

Music and Musical Instruments

1971

LONDON:
British Musical Instrument Trade Fair – August 15-19. At Hotel Russell and Bloomsbury Centre Hotel
• Apply, D. A. Mitchell, F.C.A., 62 Park View Hatch End, Pinner, HA5 4LN (Tel. 01-428 4700).

Office Machinery and Equipment

1971

LONDON:
Stationery Industry Exhibition (Statindex) – February 1-5. At Olympia
• Apply, The British Stationery and Office Equipment Association, 6 Wimpole Street, London. W1M 8AS (Tel. 01-580 9256).

LONDON:
Business Efficiency Exhibition – October 4-13. At Olympia
† Apply, Business Equipment Trade Association, 109 Kingsway, London, WC2 (Tel. 01-405 6233).

Packaging Machinery and Materials including Containers

1971

MANCHESTER:
Northern Packaging Exhibition (Northpack 71) – April 20-23. At City Hall
† Apply, Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186/7/8).

LONDON:
Interfreight 71. Incorporating Ports and Terminals Exhibition. International Freighting Exhibition. International Freight Container & Container Handling Exhibition – September 28-October 1. At Earls Court
Apply, Exhibition Joint Committee, Society of Motor Mfgrs. & Traders Ltd., Forbes House, Halkin Street, London, SW1 (Tel. 01-235 7000).

LONDON:
Interphex – December 7-10. At Olympia
† Apply, A. D. J. Brooks, Esq., B.P.S., Exhibitions Ltd., 6 London Street, London, W.2 (Tel. 01-723 6672).

Printing, Stationery and Printing Machinery

1970

BRIGHTON:
Newspapers in the 70's Conference & Exhibition – November 23-26. At Hotel Metropole
• Apply, Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186/8).

1971

LONDON:
International Reprographic Exhibition (in conjunction with the 3rd International Congress of Reprography) – March 15-19. At Earls Court
† Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W1V 2HA (Tel. 01-437 1622).

LONDON:
International Printing Machinery and Allied Trades Exhibition (IPEX) – July 13-24. At Olympia and Earls Court
† Apply, Industrial & Trade Fairs Ltd., Commonwealth House, New Oxford Street, London, WICA 1PB (Tel. 01-242 9011).

LONDON:
International Screen Printing Equipment & Point of Sale Exhibition & Conference – October 11-17. At Olympia
* Apply, Bastiste Publications Ltd., Drummond House, 203/9 Gower Street, London, NW1 (Tel. 01-387 9611).

Scientific Instruments and Nuclear Equipment

1971

BRIGHTON:
Electro Optical Exhibition – March 23-25. At Metropole Exhibition Hall
Apply, P. Gordon Saville, 21 Victoria Road, Surbiton, Surrey (Tel. 01-390 0202/3/4).

LONDON:
Labex International 1971 – March 29-April 2. At Earls Court
† Apply, U.T.P. Exhibitions Ltd., 36-7 Furnival Street, London, EC4 (Tel. 01-405 4886).

LONDON:
The Physics Exhibition – April 19-22. At Alexandra Palace
† Apply, The Exhibition Officer, The Institute of Physics & The Physical Society, 47 Belgrave Square, London, SW1 (Tel. 01-235 6111).

LONDON:
Laboratory Equipment Exhibition (Labwar) – September 21-23. At Bloomsbury Centre Hotel
Apply, British Laboratory Ware Association Ltd., 29 Worple Road, London, SW19 (Tel. 01-946 2548).

1972

LONDON:
Automatic Laboratory Techniques Exhibition (ALTEX) – March 21-23. At New Hall RHS, SW1
† Apply, Gerald Mann (Altex) Ltd., 1-3 Astoria Parade, Streatham High Road, London, SW16 (Tel. 01-769 7766).

Ships and Boats

1971

LONDON:
International Boat Show – January 5-16. At Earls Court
* Apply, National Boat Shows Ltd., 31 Great Queen Street, London, WC2 (Tel. 01-405 7481/5).

BIRMINGHAM:
"Birmingham Post Evening Mail" Boat & Leisure Life – February 13-27. At Bingley Hall
* Apply, Birmingham Boat Shows Ltd., 28 Colmore Circus, Birmingham 4 (Tel. 021-236 3366).

1972

BRIGHTON:
International Oceanological Equipment and Services Exhibition – March 20-24. At Metropole Exhibition Hall
† Apply, B.P.S. Exhibitions Ltd., 6 London Street, London, W2 (Tel. 01-723 6672).

LONDON:
Ships' Gear International – May 23-26. At Olympia
† Apply, Brintex Exhibitions Ltd., 3-4 Clements Inn, London, WC2 (Tel. 01-242 1200).

Sports Goods and Camping Equipment including Caravans

1970

LONDON:
International Caravan and Camping Exhibition – November 11-21. At Earls Court
* Apply, Harmsworth Publications Ltd., Harmsworth House, Bouverie Street, London, EC4 (Tel. 01-353 6000).

LONDON:
6th Annual Camping & Sports Equipment Trade Fair – November 14-18. At Alexandra Palace
* Apply, Trades Exhibitions Ltd., Exhibition House, 4 Spring Street, London, W2 (Tel. 01-262 2886).

LONDON:
British Sports Trade Fair – November 22-25. At RHS Halls, SW1
† Apply, A. H. Spink, Esq., Federation of British Manufacturers of Sports and Games Ltd., 145 Oxford Street, London, WIR ITB (Tel. 01-437 7281).

1971

LONDON:
The Outdoor Holiday Show. Combined Exhibitions Cycle & Motor Cycle Show & Camping & Outdoor Life Exhibition – January 6-18. At Olympia.
Apply, Trades Exhibitions Ltd., Exhibition House, Spring Street, London, W2 (Tel. 01-262 2886).

LONDON:
Camping & Sports Equipment Trade Fair – October 31-November 3. At Olympia
† Apply, Trades Exhibitions Ltd., Exhibition House, Spring Street, London, W2 (Tel. 01-262 2886).

LONDON:
International Caravan and Camping Exhibition – November 10-20. At Earls Court.
* Apply, Associated Newspapers Ltd., Exhibition Department, Temple House, Temple Avenue, London, EC4 (Tel. 01-353 6000).

Toys and Games

1971

HARROGATE:
International Toy Fair – January 9-14. At Exhibition Hall.
* Apply, Harrogate International Toy Fair Ltd., Finsbury Court, Finsbury Pavement, London, EC2 (Tel. 01-606 8291).

LONDON:
Amusements Trade Exhibition – January 19-21. At Alexandra Palace.
* Apply, Amusement Trades Exhibitions Ltd., 19 Charing Cross Road, London, WC2 (Tel. 01-930 2524).

BRIGHTON:
British International Toy Fair – January 24-28. Exhibition Hall.
* Apply, J. A. Glanfield, British Toy Fairs (International) Ltd., Regent House, 89 Kingsway, London, WC2 (Tel. 01-242 9158).

Other Specialized Fairs

1970

LONDON:
National Exhibition of Cage Birds – December 3-5. At Alexandra Palace
* Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333).

1971

LONDON:
National Vending Exhibition – January 12-15. At Grosvenor House
* Apply, Westbourne Exhibitions Ltd., Crown House, London Road, Morden, Surrey (Tel. 01-540 1101).

LONDON:
Stampex, Britain's National Stamp Exhibition – March 1-6. At RHS New Hall
* Apply, The Philatelic Traders' Society Ltd., 27 John Adam Street, London, WC2 (Tel. 01-930 6466).

LONDON:
The Institutional Managment Equipment (IMEE) – March 15-20. At Earls Court
Apply, Contemporary Exhibitions Ltd., 14 New Burlington Street, London, W1 (Tel. 01-734 0855).

LONDON:
32nd Chelsea Antique Fair – March 17-27. At Chelsea Old Town Hall
† Apply, Antique Dealers (Exhibitors & Organisers) Ltd., 21 George Street, St. Albans, Herts. (Tel. 565 6069).

LONDON:
Industrial Training Exhibition – March 30-31. At Grosvenor House
Apply, Marketing Exhibitions Ltd., 113-23 Upper Richmond Road, London, SW15 (Tel. 01-788/1186).

LONDON:
Dispo '71. International Exhibition & Congress on Disposables – April 6-8. At Hotel Russell
* Apply, IPC Business Press Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333).

HARROGATE:
British Pet Trade Fair – April 25-27. At Exhibition Centre
* Apply, John Yates Publications, 53, Spring Gardens, Manchester, M2 2DA (Tel. 061-236 3725).

LONDON:
The Antique Dealers Fair & Exhibition – June 10-24. At Grosvenor House
* Apply, P. Berners-Price, Grosvenor House, Park Lane, London, W1Y 4ED (Tel. 01-499 6363).

LONDON:
33rd Chelsea Antiques Fair – September 15-25. At Chelsea Old Town Hall
* Apply, Antique Dealers (Exhibitors & Organisers) Ltd. 21 George Street, St. Albans, Herts. (Tel. 565 6069).

LONDON:
Dust Control & Air Cleaning Exhibition & Conference – September 28-October 1. At Olympia
* Apply, Technology Exhibitions Ltd., 1 Katherine Street, Croydon, CR9 1LB (Tel. 01-686 6339).

LONDON:
National Exhibition of Cage Birds – December 2-4. At Alexandra Palace
* Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333).

1972

LONDON:
International Brewing, Bottling and Allied Trades Exhibition – April 17-21
† Apply, Trades Markets & Exhibitions Ltd., Commonwealth House, 1-19 New Oxford Street, London, WC1 (Tel. 01-242 9011).

BRIGHTON:
International Rubber Conference and Exhibition (Rubberex) – May 15-18. At Metropole Exhibition Hall
† Apply, MacLaren (Exhibitions) Ltd., Davis House, 69-77 High Street, Croydon, CR9 1QH (Tel. 01-688 7788).

MANCHESTER:
International Exhibition of Spring Making Equipment and Material Exhibition – June 6-9. At Belle Vue
Apply, The Lawson Organisation, Green Dragon House, 64 High Street, Croydon, CR9 2UH (Tel. 01-686 5741/2).

PUBLICITY FOR TRADE FAIRS OVERSEAS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in* Trade and Industry.

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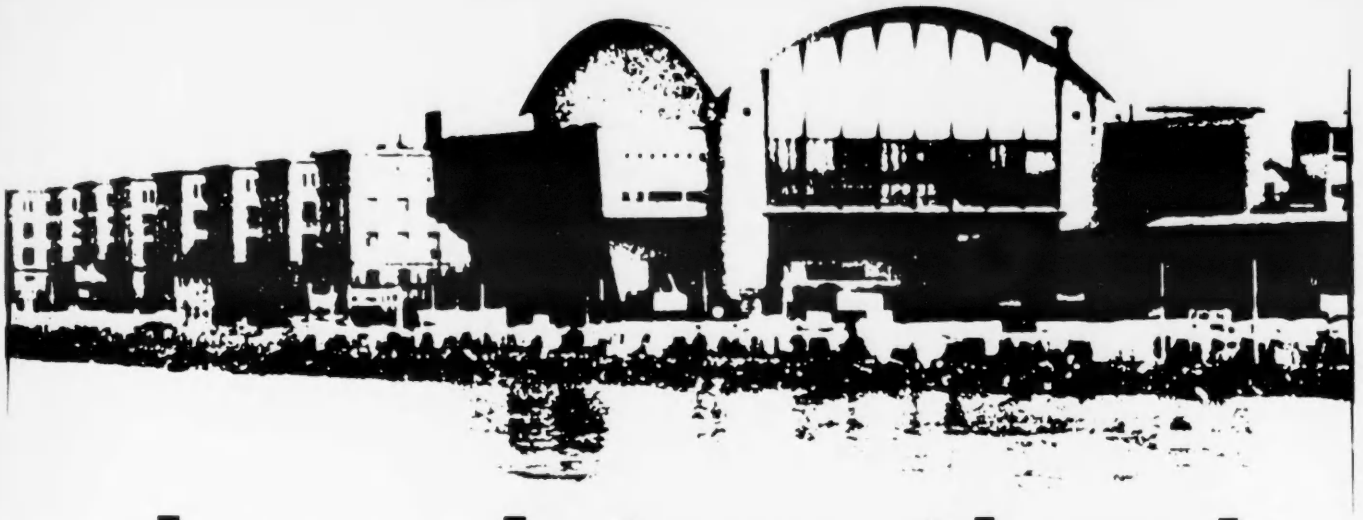

Lyon International Trade Fair

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Table 4
United Kingdom exports: Other manufactures
quarterly totals
seasonally adjusted figures are in brackets
percentage increase on a year earlier in italics £ million f.o.b.

	1st quarter 1970		2nd quarter 1970		3rd quarter 1970	
CHEMICALS	185·6 [189]	*20*	205·0 [193]	*16*	182·5 [184]	*3*
Chemical elements and compounds	47·1	*26*	53·3	*26*	50·8	*13*
Dyeing, tanning and colouring materials	19·0	*11*	21·4	*10*	19·0	—
Medicinal and pharmaceutical products	33·0	*23*	35·2	*17*	33·4	*10*
Essential oils, toilet, polishing and cleansing preparations	15·2	*15*	17·7	*16*	15·8	*– 4*
Fertilizers	1·7	*–13*	1·4	*37*	0·6	*–29*
Plastic materials	34·3	*19*	38·9	*15*	32·3	*2*
MANUFACTURED GOODS CLASSIFIED CHIEFLY BY MATERIAL	496·4 [496]	*12*	519·6 [507]	*14*	446·2 [458]	*– 5*
Leather, leather manufactures, etc.	12·3	*8*	13·7	*– 6*	10·9	*–10*
Rubber manufactures	22·2	*36*	26·0	*46*	19·5	*4*
Wood and cork manufactures, etc.	2·5	*59*	2·9	*48*	2·6	*29*
Paper	21·4	*19*	22·9	*18*	20·0	*1*
Textile manufactures	96·5 [98]	*18*	100·7 [99]	*11*	90·0 [93]	*5*
Wool yarn and woven fabrics	22·6	*7*	24·6	*1*	22·5	*– 8*
Cotton yarns and woven fabrics	9·7	*– 6*	9·7	*– 8*	8·4	*– 9*
Man-made fibre yarns and woven fabrics	27·2	*32*	27·5	*22*	23·8	*12*
Miscellaneous textile manufactures	37·0	*25*	38·9	*17*	35·4	*4*
Non-metallic mineral manufactures, n.e.s.	111·0	*–10*	91·0	*–13*	88·7	*–27*
Pottery and glass	17·2	*33*	16·8	*3*	16·8	*– 2*
Pearls, diamonds and precious stones	80·9	*–19*	58·7	*–22*	58·9	*–35*
Iron and steel	83·0	*44*	97·8	*46*	75·0	*2*
Non-ferrous metals	88·1	*2*	96·5	*15*	80·5	—
Miscellaneous metal manufactures	59·4	*27*	68·2	*24*	59·0	*9*
MISCELLANEOUS MANUFACTURED ARTICLES	171·5 [182]	*26*	176·7 [175]	*12*	177·8 [169]	*1*
Clothing and footwear	34·6 [39]	*33*	33·8 [40]	*12*	44·4 [39]	*6*
Scientific instruments	48·6 [49]	*15*	52·2 [50]	*10*	49·7 [50]	*3*
Printed matter	21·6	*31*	22·0	*13*	20·9	*2*

WORK OF BRITISH STANDARDS INSTITUTION

The British tSandards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products.

Table 5
United Kingdom exports: Other exports
quarterly totals
seasonally adjusted figures are in brackets[1]
percentage increase on a year earlier in italics £ million f.o.b.

	1st quarter 1970		2nd quarter 1970		3rd quarter 1970	
FOOD AND LIVE ANIMALS	56·3 [59]	*20*	58·2 [57]	*11*	56·9 [58]	*5*
Live animals	7·0	34	7·0	*20*	7·7	*– 1*
Cereals and cereal preparations	6·0	*2*	6·7	*– 4*	7·5	*15*
Sugar and sugar preparations	6·5	*17*	8·1	*7*	7·4	*3*
BEVERAGES AND TOBACCO	52·0 [64]	*29*	65·0 [65]	*2*	62·9 [64]	*7*
Whisky	37·5	*40*	47·3	*4*	45·2	*9*
Tobacco and tobacco manufactures	8·7	*7*	9·0	*– 1*	10·2	*11*
CRUDE MATERIALS AND ANIMAL AND VEGETABLE OILS AND FATS	67·2 [67]	*16*	73·1 [69]	*9*	57·8 [61]	*– 3*
Wool tops	5·5	*– 9*	5·7	*–28*	5·3	*–22*
Other textile fibres	19·8	*11*	21·3	*2*	16·0	*– 9*
MINERAL FUELS, LUBRICANTS AND RELATED MATERIALS	52·7 [49]	*13*	45·7 [48]	*11*	51·2 [52]	*26*
Coal, coke and briquettes	7·7	*37*	7·9	*35*	6·9	*12*
Petroleum products	42·1	*13*	34·0	*8*	39·9	*28*

Table 6. Imports: Food, beverages and tobacco
quarterly totals
seasonally adjusted figures are in brackets
percentage increase on a year earlier in italics £ million c.i.f.

		1st quarter 1970		2nd quarter 1970		3rd quarter 1970	
FOOD AND LIVE ANIMALS		471·6 [456]	*1*	478·4 [465]	*7*	435·8 [457]	*8*
Live animals		13·9	*7*	13·6	*– 1*	15·6	*2*
Meat and meat preparations		115·5 [112]	*1*	104·9 [106]	*2*	111·1 [108]	*2*
Beef and veal		25·0	*1*	21·5	*– 6*	24·0	*–14*
	Th. tons	75	*–16*	59	*–26*	61	*–36*
Mutton and lamb		29·7	*–11*	20·0	*– 5*	18·5	*5*
	Th. tons	113	*–14*	76	*–12*	69	*– 1*
Bacon		33·4	*8*	33·1	*8*	34·6	*6*
	Th. tons	94	*– 3*	95	*– 1*	96	*– 1*
Dairy products and eggs		59·8 [53]	*9*	38·4 [45]	*–10*	33·4 [41]	—
Butter		43·3	*12*	23·5	*–19*	22·1	*3*
	Th. tons	143	*12*	75	*–22*	69	*2*
Fish and fish preparations		16·8	*– 5*	17·1	*32*	17·3	*12*
Raw sugars		24·9	*– 9*	15·2	*–37*	32·5	*36*
	Th. tons	482	*–24*	293	*–39*	625	*31*
Cocoa beans		7·0	*–58*	10·8	*2*	5·5	*85*
	Th. tons	19	*–64*	30	*–11*	17	*112*
Tea and maté		24·0	*– 2*	20·8	*12*	26·3	*33*
	Th. tons	57	*– 6*	51	*1*	64	*23*
Cereals and feeding stuff for animals		84·4 [83]	*7*	91·1 [88]	—	89·3 [91]	*11*
Fruit and vegetables		96·6 [96]	*1*	123·6 [102]	*17*	77·1 [86]	*– 1*
BEVERAGES AND TOBACCO		32·0 [47]	*29*	40·2 [49]	*–16*	49·7 [45]	*8*
Beverages		11·9	*– 9*	17·9	*12*	22·2	*17*
Tobacco and tobacco manufactures		20·1 [31]	*70*	22·3 [30]	*–30*	27·4 [27]	*1*

At a recent celebration dinner in Stockholm Mr. Gunnar Kihlman, general manager of The National Association of Swedish Toy Dealers, presented Mr. Ralph Ehrmann, chairman of Airfix Industries Ltd., with the 'Brunte', Sweden's Toy of The Year award. The coveted trophy was won by Airfix Products in competition with the world's leading toy manufacturers. This is only the third occasion on which the award has been given to a British company. Picture shows (left to right): Mr. Gunnar Kihlman, Mr. Ralph Ehrmann, Mr. Lennart Ivarsson, president of the Brio Company; Mrs. Inga Ehrmann and Mr. Lars Hall, managing director of Brio Scandtoy AB, Airfix distributors in Sweden.

COLOUR BLOCKS FOR FRONT COVER

Colour cover blocks: *The Editor will be pleased to consider prints of suitable export pictures for which letterpress blocks are available for front cover colour illustrations. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

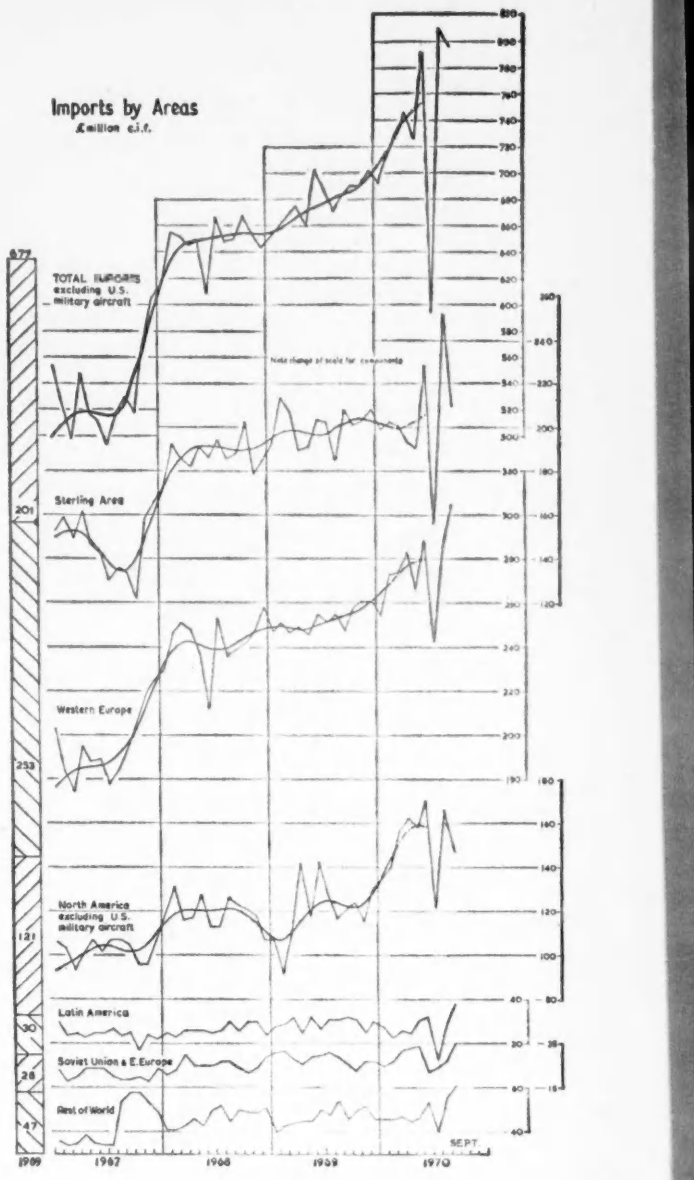

Table D. Imports: areas

Seasonally adjusted values

£ million c.i.f. per month

	Total	Total excluding US military aircraft, etc.	Sterling Area				Western Europe			North America					Latin America	Soviet Union and Eastern Europe	Rest of World
												USA and Deps.					
			Total	Australia	New Zealand	India	Total	EEC	EFTA	Total	Excluding US military aircraft, etc.	Total	Excluding US military aircraft, etc.	Canada			
1969	693	677	200	20	18	9	252	134	104	137	121	94	78	42	30	28	46
3rd quarter	695	680	201	20	17	11	251	133	104	138	122	100	84	40	31	28	49
4th quarter	700	693	204	21	19	8	260	137	108	131	124	94	86	36	29	25	49
1970 1st quarter	714	712	202	24	19	9	269	143	111	146	144	89	87	56	26	28	46
2nd quarter	758	755	205	20	17	8	279	149	116	167	164	106	101	61	29	30	48
July	595	595	157	14	9	6	242	137	96	122	121	88	88	36	13	24	40
August	809	809	252	24	25	11	285	159	111	165	165	102	101	64	28	27	56
September	795	795	210	21	16	8	304	155	131	148	147	91	91	58	38	35	61
2nd quarter	758	755	205	20	17	8	279	149	116	167	164	106	101	61	29	30	48
3rd quarter	734	733	207	20	16	9	278	151	113	145	144	94	93	52	26	28	52

NOTES:

1. Detailed particulars of United Kingdom imports and exports were published on October 27† and further analysis of the figures will be found in the form of tables in the monthly *Report on Overseas Trade*‡ for November, due to be published on or about November 27.

2 (a) Visible trade balance

The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together.

The visible trade balance is obtained by making a number of adjustments to the figures recorded in the monthly Trade Statistics. Some are valuation adjustments, the principal of which is the deduction from the import figure of freight and insurance costs. The other

† Overseas Trade Statistics of the United Kingdom, September 1970. HMSO, price £1 10s. (Annual subscription £19 4s.).
‡ Report on Overseas Trade, published by HMSO, price 6s. (Annual subscription £3 16s.).

Table 7. Imports: Materials and fuels

quarterly totals
seasonally adjusted figures are in brackets
percentage increase on a year earlier in italics £ million c.i.f.

	1st quarter 1970		2nd quarter 1970		3rd quarter 1970	
CRUDE MATERIALS	290·4	—	329·8	*13*	304·3	*1*
	[297]		[328]		[300]	
Oil seeds, oil nuts and oil kernels	10·3	*26*	11·0	*14*	7·9	*6*
	[11]		[11]		[9]	
Wood, lumber and cork	36·6	*– 9*	57·1	*23*	70·1	*– 3*
	[56]		[65]		[51]	
Sawn softwood	26·3	*–10*	44·6	*26*	57·4	*– 4*
Th. standards	240	*–19*	400	*20*	525	*– 9*
Woodpulp	44·2	*9*	51·4	*27*	48·7	*22*
Th. tons	732	*– 4*	825	*9*	753	*6*
Wool and other animal hair and tops	30·4	*–12*	29·9	*–10*	16·2	*–37*
	[25]		[27]		[21]	
Raw wool	27·5	*–10*	25·3	*– 9*	13·5	*–37*
Th. tons	66	*– 6*	64	*– 2*	37	*–27*
Raw cotton	11·3	*4*	12·7	*– 5*	10·7	*– 3*
Th. tons	42	*5*	50	*4*	39	*– 5*
Metalliferous ores and scrap	78·8	*4*	95·7	*27*	80·4	*11*
Iron ore	21·8	*5*	29·1	*36*	24·3	*15*
Th. tons	4,300	*– 4*	5,423	*20*	4,479	—
Hides and skins	19·9	—	14·6	*–21*	16·6	*–12*
Crude rubber	15·3	*1*	14·8	*4*	13·1	*–13*
ANIMAL AND VEGETABLE OILS AND FATS	24·9	*40*	26·6	*56*	25·1	*41*
	[25]		[25]		[23]	
CHEMICALS	129·9	*18*	136·2	*14*	132·7	*15*
	[129]		[131]		[131]	
MANUFACTURED GOODS CLASSIFIED CHIEFLY BY MATERIAL	473·7	*5*	530·1	*17*	464·0	*– 1*
	[476]		[512]		[468]	
Wood manufactures	27·4	*21*	28·9	*33*	23·7	—
Newsprint, paper and board	57·7	*21*	60·6	*20*	54·8	*6*
Cotton yarns and fabrics	17·7	—	12·3	*–28*	13·6	*–14*
Other textile manufactures	46·7	*7*	46·2	*3*	45·9	*13*
Pearls, diamonds and precious stones	77·3	*–11*	90·0	*16*	73·6	*–18*
Iron and steel	48·4	*–22*	68·0	*56*	51·2	*17*
Th. tons	582	*–10*	881	*19*	570	*–18*
Non-ferrous metals	151·0	*2*	167·5	*12*	147·7	*– 8*
Silver bullion	9·7	*–59*	4·0	*–86*	10·2	*–55*
Copper	66·6	*– 4*	88·8	*38*	68·7	*– 9*
Th. tons	93	*–30*	123	*11*	118	—
Aluminium	28·4	*11*	35·0	*34*	33·5	*22*
TOTAL INDUSTRIAL MATERIALS†	918·9	*6*	1,022·7	*16*	926·1	*2*
	[927]		[996]		[922]	
MINERAL FUELS, LUBRICANTS AND RELATED MATERIALS	225·3	*– 9*	229·6	*2*	235·0	*13*
	[221]		[218]		[237]	
Crude petroleum	165·5	*– 7*	175·3	*5*	182·2	*18*
Th. tons	20,713	*–14*	28,704	*26*	26,072	*21*
Petroleum products	52·0	*–15*	47·3	*– 7*	46·9	*– 2*
Th. tons	5,305	*– 6*	4,660	*– 1*	4,513	*3*

† Crude materials, animal and vegetable oils and fats, chemicals and manufactured goods classified chiefly by material.

Table 8. Imports: Finished manufactures

quarterly totals
seasonally adjusted figures are in brackets
percentage increase on a year earlier in italics £ million c.i.f.

	1st quarter 1970		2nd quarter 1970		3rd quarter 1970	
CONSUMER GOODS†	116·6	*6*	137·8	*22*	126·4	*13*
Cars and motor cycles	17·3	*1*	25·1	*70*	18·7	*91*
Other durable goods	27·3	*20*	36·1	*37*	35·9	*39*
Works of art	12·4	*9*	17·6	*25*	11·2	*–26*
Clothing and footwear	43·4	—	39·6	*1*	40·6	—
Other consumer goods	16·2	*6*	19·3	*4*	20·0	*– 1*
OTHER MAINLY CAPITAL GOODS	347·7	*10*	421·6	*9*	362·6	*9*
Machinery	243·7	*27*	284·1	*27*	264·4	*27*
Aircraft and aircraft engines	29·9	*–58*	65·5	*–31*	27·2	*–59*
Ships and boats	15·5	*229*	5·2	*–52*	7·0	*35*
Instruments	22·6	*29*	25·1	*21*	24·9	*17*
Other	35·9	*21*	41·8	*17*	39·1	*20*
TOTAL FINISHED MANUFACTURES‡	464·3	*9*	559·4	*12*	489·0	*10*
§	[466]		[511]		[504]	
‖	[460]		[501]		[502]	

†Goods covered by headings in the trade accounts believed to include mainly consumer goods.
‡SITC revised sections 7 and 8.
§Including US military aircraft, etc.
‖Excluding US military aircraft, etc.

Table 9. Imports by areas and countries: Sterling Area

quarterly totals
seasonally adjusted figures are in brackets
percentage increase on a year earlier in italics £ million c.i.f.

	1st quarter 1970		2nd quarter 1970		3rd quarter 1970	
Jamaica	7·6	*12*	9·9	*9*	5·5	*–17*
Trinidad	5·6	*– 9*	6·3	*–16*	3·9	*–19*
Australia	75·9	*20*	59·6	*9*	61·0	*2*
	[72]		[61]		[59]	
New Zealand	71·0	*3*	51·8	*–10*	38·7	*– 5*
	[56]		[51]		[49]	
India	26·5	*2*	21·0	*–18*	23·4	*–21*
	[26]		[24]		[26]	
Pakistan	10·0	*–20*	7·4	*–19*	7·6	*–1*
Ceylon	6·9	*–25*	10·0	*18*	12·8	*44*
Malaysia	11·0	*14*	13·7	*100*	10·2	*40*
Singapore	7·4	*4*	8·5	*26*	8·3	*– 1*
Hong Kong	32·8	*1*	29·7	*– 5*	31·7	*– 4*
Ghana	9·3	*–42*	12·1	*1*	9·5	*17*
Nigeria	25·0	*–21*	37·7	*30*	30·0	*38*
Zambia	22·9	*–18*	29·9	*47*	25·9	*–12*
Malawi	2·3	*5*	2·1	*3*	3·4	*25*
Kenya	5·7	*–20*	6·7	*– 8*	7·2	*20*
Middle East	91·1	*–21*	106·4	*11*	110·9	*21*
Irish Republic	80·5	*20*	81·5	*11*	86·0	*14*
Republic of South Africa	67·3	*–11*	71·4	*–11*	63·2	*–16*
Other	56·1	*6*	69·6	*20*	59·1	*– 7*
TOTAL STERLING AREA	615·0	*– 4*	635·4	*7*	598·2	*3*
	[607]		[616]		[622]	

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adjustments relate to coverage, either to bring in items not in the Trade Statistics (for example on the import side ships built and delivered abroad direct to United Kingdom owners) or to remove items which are in the Trade Statistics (mainly returned goods and goods for processing and repair). These adjustments are described in greater detail in the annual 'Pink Book', 'United Kingdom Balance of Payments 1970' (Table 8 and pp. 68-71).

(*Continued on page* 144)

Table 9 *continued.* **Imports by areas and countries: Non-Sterling Area**
quarterly totals
seasonally adjusted figures are in brackets
percentage increase on a year earlier in italics £ million c.i.f.

	1st quarter 1970		2nd quarter 1970		3rd quarter 1970	
NORTH AMERICA	429·0	*21*	527·8	*12*	414·7	*5*
(†)	[438]		[501]		[435]	
(‡)	[433]		[491]		[433]	
Canada	156·2	*22*	190·0	*31*	157·7	*33*
	[167]		[182]		[157]	
United States & Deps.	272·7	*20*	337·8	*4*	256·9	*– 7*
(†)	[267]		[319]		[282]	
(‡)	[261]		[304]		[280]	
WESTERN EUROPE	799·2	*6*	855·5	*15*	818·1	*12*
	[807]		[837]		[834]	
EFTA (including Finland)	318·9	*7*	352·9	*15*	342·4	*9*
	[334]		[349]		[339]	
Finland	43·0	*16*	46·0	*19*	51·3	*5*
Sweden	78·1	*– 2*	96·4	*12*	87·3	*7*
Norway and Spitzbergen	48·2	*7*	50·5	*17*	47·2	*6*
Denmark, Faroes and Greenland	63·4	*7*	66·5	*13*	71·5	*13*
Switzerland and Leichtenstein	46·7	*16*	50·0	*17*	49·6	*13*
Portugal, Azores and Madeira	21·3	*15*	22·9	*17*	17·0	*1*
Austria	17·4	*7*	19·7	*24*	18·4	*21*
EEC	431·7	*7*	459·3	*14*	437·1	*14*
	[429]		[446]		[454]	
Western Germany	123·4	*14*	138·6	*23*	135·7	*21*
Netherlands	111·5	*6*	112·4	*3*	108·4	*14*
Belgium and Luxembourg	48·5	*8*	47·8	*4*	45·0	—
France	92·4	*8*	96·3	*22*	86·6	*19*
Italy	55·9	*– 8*	64·1	*12*	61·4	*8*
Spain, Canary Islands and Spanish Ports in North Africa	35·7	*1*	28·9	*25*	22·7	*2*
Other	12·9	*– 8*	14·4	*– 2*	16·0	*19*
SOVIET UNION AND EASTERN EUROPE	70·8	*–12*	86·4	*16*	96·2	*4*
	[83]		[89]		[85]	
Soviet Union	35·7	*–17*	49·4	*25*	63·3	*2*
Other	35·1	*– 6*	37·0	*6*	32·9	*6*
LATIN AMERICA	78·7	*–17*	95·1	*7*	81·4	*–14*
	[77]		[88]		[78]	
Venezuela	14·8	*– 7*	12·2	*–26*	11·1	*– 6*
Argentine Republic	13·7	*–30*	20·4	*– 7*	19·2	*–16*
Other	50·2	*–16*	62·5	*24*	51·1	*–15*
OTHER NON-STERLING	148·9	*6*	150·0	*5*	144·9	*9*
	[138]		[144]		[155]	
Middle East	73·0	*12*	61·2	*–13*	61·1	*9*
Japan	26·7	*12*	31·9	*39*	34·9	*33*
Other	49·2	*– 5*	56·9	*16*	48·9	*– 4*
TOTAL NON-STERLING AREA	1,526·5	*7*	1,714·7	*13*	1,555·3	*7*
(†)	[1,543]		[1,660]		[1,587]	
(‡)	[1,537]		[1,650]		[1,585]	
TOTAL ALL COUNTRIES	2,146·2	*4*	2,355·1	*11*	2,157·9	*6*
(†)	[2,141]		[2,274]		[2,201]	
(‡)	[2,135]		[2,265]		[2,200]	

(†) Including US military aircraft, etc.
(‡) Excluding US military aircraft, etc.

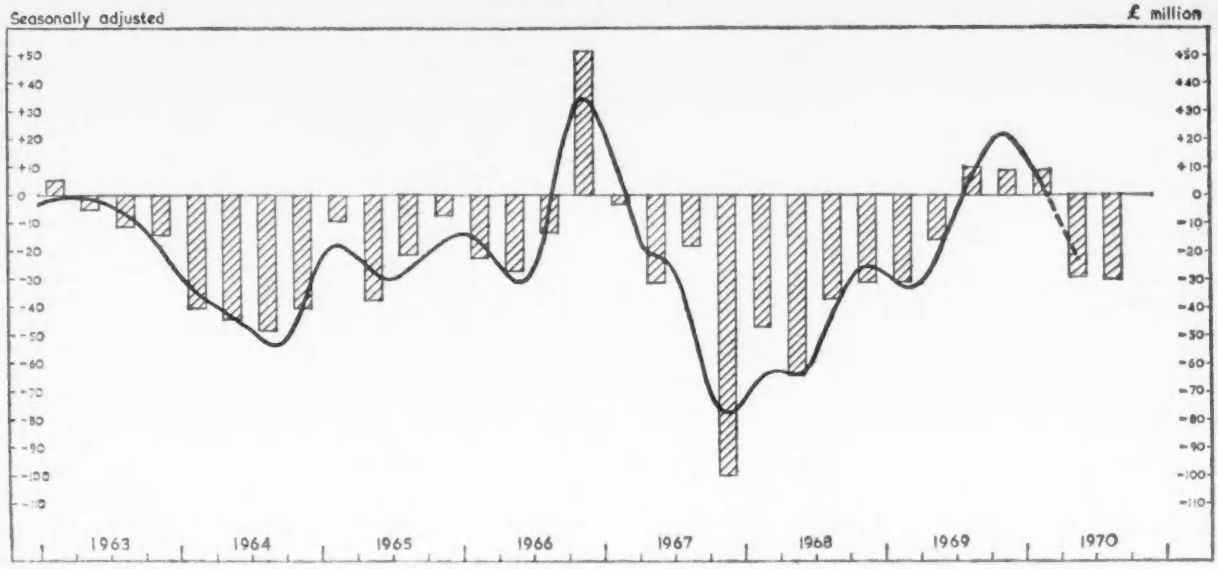
Imports and United Kingdom exports

Quarters or quarterly averages

£ million

Section or Division	Exports				Imports			
	1969	1st qtr., 1970	2nd qtr. 1970	3rd qtr., 1970	1969	1st qtr., 1970	2nd qtr., 1970	3rd qtr., 1970
0. FOOD AND LIVE ANIMALS	54·8	56·3	58·2	56·9	436·4	471·6	478·4	435·8
00 Live animals	7·2	7·0	7·0	7·7	13·5	13·9	13·6	15·6
01 Meat and meat preparations	4·3	6·3	5·3	4·9	108·0	115·5	104·9	111·1
02 Dairy products and eggs	3·6	3·2	3·7	3·2	45·7	59·8	38·4	33·4
03 Fish and fish preparations	4·1	4·4	4·6	5·4	17·5	16·8	17·1	17·3
04 Cereals and cereal preparations	6·6	6·0	6·7	7·5	62·9	65·1	69·2	67·0
05 Fruit and vegetables	5·3	6·9	4·7	3·6	89·0	96·6	123·6	77·1
06 Sugar, sugar preparations and honey	7·1	6·5	8·1	7·4	28·1	29·4	29·1	30·4
07 Coffee, cocoa and preparations, tea and spices	9·8	9·5	9·3	9·2	45·7	48·5	53·0	52·7
08 Feeding stuff for animals	2·5	2·1	3·3	2·9	20·3	19·3	21·9	22·3
09 Miscellaneous	4·4	4·3	5·4	5·1	5·8	6·7	7·6	9·0
1. BEVERAGES AND TOBACCO	58·6	52·0	65·0	62·9	45·9	32·0	40·2	49·7
11 Beverages	49·6	43·3	56·0	52·7	17·3	11·9	17·9	22·2
12 Tobacco	9·0	8·7	9·0	10·2	28·6	20·1	22·3	27·4
2. CRUDE MATERIALS, INEDIBLE	60·1	65·2	70·3	55·9	294·9	290·4	329·8	304·3
21 Hides, skins and fur skins, undressed	11·1	14·2	12·2	8·5	19·5	19·9	14·6	16·6
22 Oil seeds, oil nuts and oil kernels	0·2	0·3	0·3	0·2	9·6	10·3	11·0	7·9
23 Crude rubber (including synthetic and reclaimed)	5·1	5·2	6·8	5·3	15·2	15·3	14·8	13·1
24 Wood, lumber and cork	0·5	0·5	0·5	0·4	54·4	36·6	57·1	70·1
25 Pulp and waste paper	0·6	0·7	0·9	0·7	41·2	44·2	51·4	48·7
26 Textile fibres not manufactured and their waste	25·5	25·3	27·0	21·4	52·6	53·6	54·4	37·2
27 Crude fertilizers and minerals	9·4	10·3	11·7	11·7	15·8	15·5	16·6	15·2
28 Metalliferous ores and metal scrap	5·3	5·9	8·4	5·4	72·7	78·8	95·7	80·4
29 Crude animal and vegetable materials	2·4	2·8	2·5	2·4	13·9	16·2	14·2	15·1
3. MINERAL FUELS, LUBRICANTS, ETC.	43·2	52·7	45·7	51·2	226·6	225·3	229·6	235·0
33 Petroleum and petroleum products	36·8	44·7	37·4	44·0	221·5	219·5	225·1	231·2
Coal, coke, gas and electric energy	6·4	8·0	8·3	7·2	5·2	5·8	4·5	3·8
4. ANIMAL AND VEGETABLE OILS AND FATS	2·3	2·0	2·8	1·9	18·3	24·9	26·6	25·1
5. CHEMICALS	173·3	185·6	205·0	182·5	116·1	129·9	136·2	132·7
51 Chemical elements and compounds	42·4	47·1	53·3	50·8	50·9	56·3	58·6	58·8
53 Dyeing, tanning and colouring materials	19·1	19·0	21·4	19·0	7·0	7·4	8·3	9·2
54 Medical and pharmaceutical products	29·7	33·0	35·2	33·4	6·4	8·4	7·8	7·8
55 Essential oils and perfume materials	15·6	15·2	17·7	15·8	5·5	5·6	6·6	5·8
56 Fertilizers, manufactured	1·3	1·7	1·4	0·6	6·1	7·3	4·4	4·9
58 Plastic materials and artificial resins	32·3	34·3	38·9	32·3	23·2	25·5	28·5	27·6
All other chemical materials and products	32·8	35·4	37·0	30·5	17·1	19·4	21·9	18·6
6. MANUFACTURED GOODS CLASSIFIED CHIEFLY BY MATERIAL	467·7	496·4	519·6	446·2	459·5	473·7	530·1	464·0
61 Leather, leather manufactures and dressed furs	12·8	12·3	13·7	10·9	9·4	7·6	9·0	8·1
62 Rubber manufactures, n.e.s.	18·2	22·2	26·0	19·5	6·2	5·9	7·2	6·6
63 Wood and cork manufactures (excluding furniture)	1·9	2·5	2·9	2·6	22·5	27·4	28·9	23·7
64 Paper, paperboard and manufactures thereof	19·8	21·4	22·9	20·0	50·9	57·7	60·6	54·8
65 Textile yarn, fabrics and articles	90·1	96·5	100·7	90·0	59·7	64·4	58·5	59·4
66 Non-metallic mineral manufactures	113·6	111·0	91·0	88·7	92·6	89·5	106·2	88·4
67 Iron and steel	71·8	83·0	97·8	75·0	43·6	48·4	68·0	51·2
68 Non-ferrous metals	85·4	88·1	96·5	80·5	152·2	151·0	167·5	147·7
69 Manufactures of metal, n.e.s.	54·0	59·4	68·2	59·0	19·0	21·9	24·4	24·1
7. MACHINERY AND TRANSPORT EQUIPMENT	758·1	806·2	858·3	731·7	330·1	332·4	412·6	348·6
71 Machinery other than electric	365·0	393·3	422·8	369·2	170·3	191·3	223·7	208·7
72 Electrical machinery, apparatus and appliances	121·0	138·2	148·7	127·7	66·8	73·7	86·5	83·7
73 Transport equipment	272·0	274·8	286·9	234·8	93·0	67·4	102·4	56·3
8. MISCELLANEOUS MANUFACTURED ARTICLES	164·9	171·5	176·7	177·8	128·7	132·0	146·8	140·4
81 Sanitary, plumbing, heating and lighting fixtures and fittings	4·4	4·7	5·6	4·5	1·9	2·2	2·3	2·5
82 Furniture	5·8	6·1	6·4	5·5	3·4	3·7	4·3	3·4
83 Travel goods, handbags and similar articles	1·1	0·9	1·1	1·1	1·3	1·2	1·5	1·5
84 Clothing	27·2	26·2	26·7	34·5	31·1	31·8	30·3	30·9
85 Footwear	8·5	8·5	7·2	9·9	8·9	11·5	9·4	9·6
86 Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	47·0	48·6	52·2	49·7	28·8	31·4	36·5	36·3
89 Miscellaneous manufactured articles, n.e.s.	71·0	76·5	77·6	72·5	53·2	50·0	62·6	56·1
5-8. MANUFACTURED GOODS	1,564·0	1,659·8	1,759·5	1,538·1	1,034·3	1,067·9	1,225·7	1,085·7
9. COMMODITIES AND TRANSACTIONS NOT CLASSIFIED ACCORDING TO KIND	51·8	60·6	62·4	58·6	22·2	34·1	24·7	22·3
TOTAL ALL SECTIONS	**1,834·8**	**1,948·6**	**2,064·1**	**1,825·5**	**2,078·7**	**2,146·2**	**2,355·1**	**2,157·9**

VISIBLE TRADE BALANCE



A run of recent figures summarizing the adjustments is given in the table at the foot of this page.

(b) Purchases of United States military aircraft

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is shown in the quarterly balance of payments statistics published in 'Economic Trends'.

(c) Three-monthly averages of trade figures

The sequence of individual monthly figures, even when seasonal influences have been allowed for, is usually too variable to give a satisfactory indication of the underlying trend. One simple method of securing a better guide to underlying movements is to take averages of three months. These averages, for the month in question and the two preceding months, are given in Table 1B and are referred to in the commentary on the figures. The averages are still sensitive to irregular movements in the monthly figures and to special influences, though they are markedly less variable than the monthly figures. More elaborate estimates of trend can be constructed, but the three-monthly average gives a quite good short-term guide and has the merit of simplicity.

(d) Recording of exports

For an account of special factors affecting the recording of exports and net figures of adjustments on this account up to October of last year, see page 1392 of the *Board of Trade Journal* of May 20, 1970 (United Kingdom trade in April).

(e) The different bases for recording imports and exports are defined in Note 7 to the monthly Overseas Trade Statistics, which reads:

'Periods covered

'In general, the figures show the trade as declared by importers and exporters on the completed documents received in the Statistical Office of HM Customs and Excise at Southend during a month. Within certain exceptions, traders are allowed a short period of grace before decuments have to be presented at the ports.

'Export documents are normally presented after shipment, and the normal period of grace allowed is six days. There is a further interval before copies reach Southend. The effect on the published figures of these lags between shipment and recording is increased owing to the fact that the processing of the export statisics precedes the processing of the import statistics, and begins shortly before the end of the calendar month.

'Importers are usually required to present their documents before they can obtai nCustoms' clearance and remove the goods. Moreover, the total for imports includes those recorded in documents reaching Southend up to the third working day after the end of the month. The import statistics therefore correspond more closely than the export statistics to trade during the calendar month.'

Calculation of visible trade balance (Note 2 (a))

Seasonally adjusted values

£ million per month

	Exports			Imports (excluding US military aircraft, etc.)				Visible Trade Balance§
	Overseas Trade Statistics basis§	Coverage adjustments	Balance of Payments basis§	Overseas Trade Statistics basis	Freight, insurance and other valuation adjustments	Coverage adjustments	Balance of Payments basis	
	(fob) (1)	(2)	(fob) (3)	(cif) (4)	(5)	(6)	(fob) (7)	(8)
1968	547	–24	523	646	–66	–13	567	– 44
1969	615	–27	588	677	–68	–14	595	– 7
1st quarter	577	–26	551	659	–68	–10	581	– 30
2nd quarter	608	–30	578	678	–68	–16	594	– 16
3rd quarter	631	–24	607	680	–68	–14	597	+ 10
4th quarter	645	–27	618	693	–68	–16	609	+ 9
1970 1st quarter	656	–26	630	712	–71	–19	621	+ 9
2nd quarter	662	–28	634	755	–76	–16	662	– 29
3rd quarter	634	–25	610	733	–79	–14	639	– 29
April	679	–34	646	745	–75	–17	654	– 7
May	633	–25	608	727	–72	–16	639	– 31
June	672	–27	646	792	–82	–17	694	– 48
July	675	–23	652	595	–64	–13	518	+ 134
August	508	–25	483	809	–87	–10	712	– 228
September	724	–28	696	795	–86	–20	688	+ 8

Figures in columns 3 and 7 are the result of applying the respective adjustments to columns 1 and 4. Column 8 is the difference of columns 3 and 7. Components and totals throughout are rounded independently.

§ These figures are after adjusting for special factors affecting the recording of exports.

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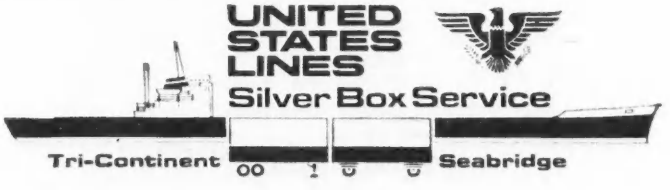

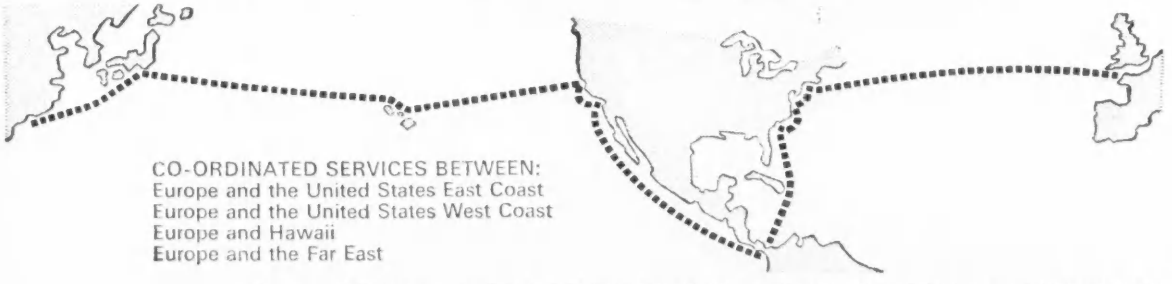

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Industrial countries' trade and production in the second quarter of 1970

Summary

TOTAL EXPORTS and imports of industrial countries have continued to grow at a fast rate, but exports of manufactures in the first half of 1970 have risen rather less rapidly than in 1969.

Total exports

The seasonally adjusted dollar value of exports from the industrial countries increased by 4½ per cent in the second quarter of 1970 (Table 1). This was somewhat less rapid than the rise of 5½ per cent between the two previous quarters, but for the first half year total exports from industrial countries increased at an annual rate of 18 per cent compared with 17 per cent in 1969. The continued strong growth this year appears largely to reflect a marked expansion in exports of non-manufactures; exports of manufactured goods, however, did not show such a fast growth for the first half of 1970. Among the main industrial countries shown in Table 2, the sharpest expansion in the second quarter of the year was in exports from Italy, which were 7½ per cent greater than in the first quarter. Exports from the United States and the German Federal Republic increased by more than 5 per cent. However, following rapid growth in the first quarter, the rates of increase in exports from France, Japan and Canada, at from 2 to 4 per cent, were below the average for the industrial countries as a whole.

Exports of manufactured goods

Early estimates indicate that, after a relatively limited expansion in the first quarter of 1970, the total value of exports of manufactured goods from the 11 main manufacturing countries rose sharply in the second quarter (Table 4. While the data shown for most of the individual countries are not seasonably adjusted, there appears to have been a considerable growth in exports of manufactures from the German Federal Republic and, on the basis of preliminary figures, Belgium, Luxembourg, France, Italy and Canada. Exports of manufactures by the 11 countries are estimated to have increased at an annual rate of some 12 per cent in the first half of this year, slightly faster than on average over the past decade but more slowly than in 1969, when the increase was 17 per cent. The United Kingdom's percentage share of these exports, which remained virtually unchanged between 1968 and 1969, appears to have declined in the first half of 1970. However, this share series has in the past been subject to considerable short-term fluctuations particularly in view of the recent dock strikes, it will be some time before it is possible to judge how the underlying growth in United Kingdom exports comparies with that of other countries.

Total imports

The seasonally adjusted value of total imports into industrial countries continued to rise strongly with an increase of 4 per cent in the second quarter. Between the second half of 1969 and the first half of the year, total imports into these countries increased at an annual rate of 19 per cent, compared with 17 per cent between 1968 and 1969. Imports from industrial countries rose by 4½ per cent in the second quarter and those from primary producers by 3½ per cent. Among the main countries shown in Table 3, Italian imports were 9½ per cent greater in value than in the first quarter, while those by the United Kingdom and France increased by 6 per cent and 5 per cent, respectively. More moderate rises, of the order of 1 to 2 per cent, were recorded by the United States, Canada, Japan and the German Federal Republic.

Industrial production

The seasonally adjusted index of industrial production in the industrial countries, which had risen by two points in the first quarter of 1970, remained unchanged in the second quarter (Table 6). There was a further slight decline in industrial output in the United States and no movement in the index for the EEC countries. On the other hand production in Japan was 5 per cent above the first quarter's level.

Table 1. Industrial countries' trade

Quarters or quarterly averages, seasonally adjusted — US $ thousand million

	Exports (f.o.b.) to			Imports (c.i.f.)‡ from		
	World	Industrial countries (†)	Primary producers (†)	World	Industrial countries	Primary producers
1964	27·78	19·13	8·34	28·76	19·70	9·06
1965	30·57	21·29	8·96	31·55	21·94	9·59
1966	33·82	23·83	9·79	35·06	24·59	10·45
1967	35·65	25·25	10·27	36·96	26·07	10·87
1968	40·19	28·78	11·30	41·54	29·59	11·93
1969	46·45	33·74	12·59	48·01	34·67	13·32
1966 1st quarter	32·57	23·14	9·22	34·33	24·05	10·21
2nd quarter	33·50	23·72	9·52	34·56	24·28	10·36
3rd quarter	34·29	24·08	10·04	35·69	24·93	10·74
4th quarter	35·01	24·45	10·36	35·96	25·39	10·63
1967 1st quarter	35·66	25·01	10·52	36·58	25·79	10·76
2nd quarter	35·64	25·09	10·46	36·40	25·84	10·54
3rd quarter	35·50	25·12	10·25	36·74	25·92	10·83
4th quarter	36·04	25·98	9·89	38·32	26·89	11·42
1968 1st quarter	38·11	27·25	10·74	39·59	28·11	11·35
2nd quarter	38·41	27·40	10·97	39·86	28·26	11·66
3rd quarter	41·50	29·66	11·72	42·54	30·25	12·32
4th quarter	42·32	30·47	11·65	43·83	31·47	12·35
1969 1st quarter	42·36	31·04	11·21	44·15	31·48	12·52
2nd quarter	46·79	33·80	13·02	48·21	35·06	13·24
3rd quarter	47·53	34·21	13·06	48·92	35·24	13·72
4th quarter	48·92	35·66	13·08	50·56	36·66	13·92
1970 1st quarter	51·55	37·47	13·93	52·87	38·51	14·27
2nd quarter	53·77	39·19	14·62	54·94	40·20	14·77

(†) Excluding United States special category exports (see definitions)
(‡) Imports into Canada and the United States are valued f.o.b.
Source: OECD

Definitions

In this article, the *industrial countries* comprise all members of OECD. All other countries are described as *primary producers*. The Soviet Union, Albania, Bulgaria, Czechoslovakia, East Germany, Hungary, Poland, Rumania, Cuba, the People's Republic of China, North Korea and North Vietnam are excluded as reporting countries but are included as markets for exports and as suppliers of imports. *Manufactured goods* are the products included in Sections 5 to 8 of the United Nations' Standard International Trade Classification. In 1969 the 11 *main manufacturing countries* shown in Table 4 exported 94 per cent of all exports of manufactures from the industrial countries as indicated in the footnotes, some of the export services in Tables 1 and 4 exclude *United States 'special category' exports*. These are a class of exports, consisting mainly of military equipment, for which no detailed information on destination is made available by the United States authorities.

Table 2. Exports from industrial countries

Quarters or quarterly averages, seasonally adjusted

US $ thousand million (f.o.b.)

	Total	Canada	United States	Japan	European OECD	United Kingdom	Other EFTA	EEC	France	German Federal Republic	Italy
1964	27·78	1·93	6·56	1·67	17·62	3·20	3·24	10·65	2·25	4·05	1·49
1965	30·57	2·03	6·83	2·11	19·60	3·43	3·56	11·98	2·51	4·47	1·80
1966	33·82	2·39	7·58	2·45	21·41	3·68	3·82	13·16	2·73	5·03	2·01
1967	35·65	2·64	7·88	2·61	22·52	3·61	4·06	14·04	2·85	5·43	2·18
1968	40·19	3·14	8·60	3·24	25·21	3·86	4·46	16·06	3·18	6·21	2·55
1969	46·45	3·44	9·50	4·00	29·51	4·40	5·18	18·96	3·76	7·26	2·93
1966 1st quarter	32·57	2·30	7·37	2·33	20·56	3·58	3·75	12·56	2·65	4·78	1·92
2nd quarter	33·50	2·28	7·55	2·38	21·29	3·50	3·81	13·21	2·76	4·98	2·02
3rd quarter	34·29	2·48	7·65	2·45	21·71	3·73	3·81	13·40	2·77	5·15	2·02
4th quarter	35·01	2·51	7·76	2·59	22·16	3·90	3·95	13·55	2·75	5·23	2·09
1967 1st quarter	35·66	2·65	7·91	2·54	22·56	3·90	3·99	13·87	2·78	5·35	2·18
2nd quarter	35·64	2·64	7·87	2·59	22·54	3·72	4·11	13·52	2·81	5·45	2·14
3rd quarter	35·50	2·54	7·91	2·69	22·35	3·68	3·96	13·83	2·84	5·38	2·12
4th quarter	36·04	2·75	7·90	2·65	22·75	3·12	4·16	14·64	2·98	5·60	2·28
1968 1st quarter	38·11	3·04	8·12	2·87	24·08	3·75	4·28	15·26	3·16	5·80	2·38
2nd quarter	38·41	3·09	8·45	3·23	23·65	3·65	4·35	14·85	2·60	5·81	2·48
3rd quarter	41·50	3·11	9·07	3·30	26·02	3·96	4·54	16·66	3·51	6·38	2·54
4th quarter	42·32	3·28	8·68	3·50	26·86	4·08	4·64	17·30	3·43	6·77	2·75
1969 1st quarter	42·36	3·47	7·76	3·73	27·40	4·07	4·99	17·59	3·59	6·43	2·87
2nd quarter	46·79	3·37	10·04	3·95	29·45	4·29	5·11	19·07	3·82	7·27	3·09
3rd quarter	47·53	3·38	10·04	4·13	29·97	4·59	5·20	19·13	3·63	7·36	3·01
4th quarter	48·92	3·58	10·16	4·18	31·00	4·66	5·40	19·98	3·90	7·95	2·77
1970 1st quarter	51·55	3·94	10·48	4·61	32·53	4·72	5·71	20·99	4·28	8·08	3·08
2nd quarter	53·77	4·00	11·06	4·75	33·97	4·77	5·92	22·04	4·46	8·50	3·31
3rd quarter						4·57 p			4·47		

Sources: United Kingdom: DTI
Other countries: OECD

Table 3. Imports into industrial countries

Quarters or quarterly averages, seasonally adjusted

US $ thousand million (c.i.f.)

	Total	Canada (*)	United States (*)	Japan	European OECD	United Kingdom	Other EFTA	EEC	France	German Federal Republic	Italy
1964	28·76	1·74	4·68	1·99	20·41	3·99	4·04	11·23	2·52	3·65	1·81
1965	31·55	2·00	5·32	2·04	22·19	4·03	4·43	12·25	2·59	4·37	1·84
1966	35·06	2·28	6·71	2·38	24·01	4·16	4·75	13·42	2·97	4·51	2·15
1967	36·96	2·56	6·71	2·92	24·77	4·42	4·93	13·77	3·10	4·34	2·46
1968	41·54	2·86	8·28	3·25	27·15	4·74	5·17	15·50	3·50	5·04	2·56
1969	48·01	3·29	9·01	3·76	31·95	5·00	6·00	18·94	4·35	6·23	3·11
1966 1st quarter	34·33	2·22	6·01	2·24	23·87	4·27	4·64	13·22	2·84	4·60	2·07
2nd quarter	34·56	2·21	6·25	2·31	23·79	4·13	4·67	13·33	2·93	4·54	2·08
3rd quarter	35·69	2·27	6·68	2·43	24·32	4·31	4·77	13·56	3·04	4·45	2·19
4th quarter	35·96	2·44	6·67	2·56	24·29	3·95	5·00	13·65	3·11	4·47	2·26
1967 1st quarter	36·58	2·49	6·69	2·73	24·66	4·42	4·98	13·60	3·19	4·25	2·36
2nd quarter	36·40	2·54	6·50	2·87	24·49	4·45	4·93	13·43	2·97	4·23	2·36
3rd quarter	36·74	2·57	6·62	2·95	24·60	4·36	5·00	13·58	3·09	4·27	2·45
4th quarter	38·32	2·50	7·12	3·14	25·56	4·47	4·94	14·55	3·19	4·61	2·67
1968 1st quarter	39·59	2·80	7·85	3·11	25·82	4·66	4·99	14·54	3·29	4·75	2·25
2nd quarter	39·86	2·75	8·12	3·12	25·87	4·62	5·05	14·48	2·96	4·83	2·55
3rd quarter	42·54	2·79	8·53	3·31	27·91	4·80	5·23	16·10	3·78	5·19	2·67
4th quarter	43·83	3·08	8·48	3·43	28·85	4·88	5·34	16·65	3·97	5·33	2·77
1969 1st quarter	44·18	3·27	7·66	3·45	29·78	4·88	5·49	17·48	4·06	5·79	2·84
2nd quarter	48·21	3·28	9·64	3·46	31·82	5·04	5·85	18·93	4·45	6·13	3·10
3rd quarter	48·92	3·24	9·33	4·04	32·30	5·01	6·08	19·19	4·40	6·20	3·23
4th quarter	50·56	3·36	9·38	4·10	33·73	5·05	6·51	19·99	4·36	6·77	3·29
1970 1st quarter	52·87	3·32	9·72	4·44	35·39	5·14	6·93	21·00	4·48	7·32	3·42
2nd quarter	54·94	3·36	9·92	4·51	37·16	5·46	7·27	22·00	4·71	7·42	3·75
3rd quarter				4·86		5·28 p			4·98		

(*) Canadian and United States imports are valued f.o.b.
Sources: United Kingdom: DTI
Other countries: OECD

(Continued on next page)

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INDUSTRIAL COUNTRIES' TRADE AND PRODUCTION, *continued*

Table 4. Exports of manufactures by the main manufacturing countries

Quarters or quarterly averages — US $ thousand million (f.o.b.)

	Total (†) (seasonally adjusted)	United Kingdom (seasonally adjusted)	Canada	United States (†)	Japan	Sweden	Switzerland	Belgium – Luxembourg	France	German Federal Republic	Italy	Netherlands
1964	18·59	2·64	0·86	3·99	1·52	0·62	0·60	1·13	1·62	3·60	1·17	0·83
1965	20·75	2·87	0·95	4·21	1·94	0·69	0·67	1·30	1·83	3·98	1·40	0·91
1966	23·23	3·07	1·20	4·69	2·26	0·76	0·75	1·40	1·99	4·50	1·60	1·00
1967	24·86	3·03	1·47	5·07	2·45	0·83	0·80	1·44	2·11	4·87	1·75	1·06
1968	28·62	3·25	1·83	5·78	3·05	0·91	0·90	1·67	2·35	5·57	2·10	1·22
1969	33·52	3·75	2·12	6·47	3·74	1·07	1·05	2·07	2·76	6·56	2·44	1·49
1966 1st quarter	22·19	2·97	1·08	4·55	1·93	0·73	0·69	1·36	1·93	4·22	1·50	0·94
2nd quarter	22·59	2·90	1·18	4·79	2·17	0·78	0·74	1·40	2·10	4·38	1·65	1·03
3rd quarter	23·63	3·15	1·15	4·45	2·35	0·66	0·72	1·28	1·82	4·45	1·57	0·98
4th quarter	24·51	3·27	1·40	4·95	2·60	0·88	0·83	1·57	2·11	4·96	1·69	1·05
1967 1st quarter	24·54	3·24	1·38	5·10	2·13	0·78	0·74	1·47	2·08	4·66	1·73	1·05
2nd quarter	25·03	3·15	1·53	5·34	2·39	0·92	0·79	1·46	2·18	4·91	1·77	1·08
3rd quarter	24·79	3·10	1·34	4·73	2·58	0·70	0·74	1·22	1·90	4·62	1·66	1·03
4th quarter	25·08	2·62	1·64	5·14	2·70	0·93	0·90	1·59	2·28	5·29	1·82	1·09
1968 1st quarter	26·90	3·15	1·73	5·32	2·43	0·86	0·82	1·65	2·42	5·21	1·97	1·17
2nd quarter	27·00	3·09	1·88	5·99	2·99	0·89	0·86	1·64	1·95	5·09	2·05	1·16
3rd quarter	29·83	3·33	1·69	5·75	3·19	0·88	0·88	1·57	2·35	5·51	2·04	1·21
4th quarter	30·76	3·42	2·03	6·04	3·57	1·01	1·04	1·85	2·67	6·46	2·33	1·35
1969 1st quarter	30·26	3·45	2·00	5·59	3·16	1·00	0·94	1·91	2·64	5·76	2·38	1·35
2nd quarter	33·20	3·65	2·18	6·96	3·60	1·08	1·02	2·05	2·87	6·43	2·61	1·47
3rd quarter	34·88	3·94	2·09	6·36	3·95	0·97	1·02	1·94	2·45	6·41	2·48	1·48
4th quarter	35·73	3·97	2·23	6·97	4·26	1·23	1·22	2·38	3·06	7·62	2·31	1·64
1970 1st quarter	36·27	4·00	2·35	7·14	3·88	1·20	1·04	2·27	3·15	7·04	2·53	1·56
2nd quarter	38·58 p	4·05	2·69 p	7·75	4·37	1·33	1·16 p	2·53 p	3·43 p	7·62	2·83 p	1·66
3rd quarter		3·83 p										

(†) Excluding United States special category exports (see definitions)
Sources: United Kingdom and Total: DTI
Other countries: OECD

Table 5. World Trade

Quarters or quarterly averages, seasonally adjusted — US $ thousand million

	Exports (f.o.b.) from			*Volume of world exports 1963 = 100*	Imports (c.i.f.) † into		
	World	Industrial countries	Primary producers		World	Industrial countries	Primary producers
1964	37·90	27·78	10·12	*110*	39·54	28·76	10·78
1965	41·18	30·57	10·61	*118*	43·07	31·55	11·52
1966	45·21	33·82	11·39	*127*	47·23	35·06	12·17
1967	47·48	35·65	11·83	*134*	49·75	36·96	12·79
1968	53·02	40·19	12·82	*151*	55·27	41·54	13·73
1969	60·54	46·45	14·09	*165*	62·66	48·01	14·65
1966 1st quarter	43·82	32·57	11·25	*124*	46·24	34·33	11·91
2nd quarter	44·89	33·50	11·39	*125*	46·37	34·56	11·81
3rd quarter	45·76	34·29	11·47	*128*	48·05	35·69	12·36
4th quarter	46·43	35·01	11·42	*130*	48·58	35·96	12·62
1967 1st quarter	47·38	35·66	11·72	*132*	49·40	36·58	12·82
2nd quarter	47·29	35·64	11·65	*133*	49·44	36·40	13·04
3rd quarter	47·31	35·50	11·81	*133*	49·32	36·74	12·58
4th quarter	48·18	36·04	12·14	*135*	51·04	38·32	12·72
1968 1st quarter	50·37	38·11	12·26	*144*	52·75	39·59	13·16
2nd quarter	51·08	38·41	12·67	*145*	53·32	39·86	13·46
3rd quarter	54·60	41·50	13·10	*155*	56·46	42·54	13·92
4th quarter	55·58	42·32	13·26	*158*	58·19	43·83	14·36
1969 1st quarter	55·71	42·36	13·35	*155*	58·06	44·15	13·91
2nd quarter	60·70	46·79	13·91	*167*	62·61	48·21	14·40
3rd quarter	62·23	47·53	14·70	*171*	64·21	48·92	15·29
4th quarter	63·34	48·92	14·42	*169*	65·57	50·56	15·01
1970 1st quarter	66·15 p	51·55	14·60 p	*175*	68·03 p	52·87	15·16 p
2nd quarter		53·77				54·94	

(†) Imports into Canada and the United States are valued f.o.b.

Sources: Industrial countries: OECD
Primary producers: International Monetary Fund (seasonally adjusted by DTI)
Volume index: United Nations (seasonally adjusted by DTI)

Government Publications

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Table 6. Index numbers of industrial production

Seasonally adjusted 1963 = 100

	Industrial countries	Canada	United States	Japan	European OECD	United Kingdom	Sweden	EEC	France	German Federal Republic	Italy
Weights	100·0	3·5	51·0	5·7	39·8	8·6	1·6	25·0	7·8	10·6	4·0
1964	108	110	106	116	107	108	110	107	108	108	101
1965	115	119	115	120	112	111	119	111	109	114	106
1966	123	128	126	136	118	113	124	117	117	116	118
1967	126	130	127	162	119	113	127	119	120	114	128
1968	135	137	133	190	128	119	134	129	126	128	136
1969	145	144	139	222	148	123	145	143	142	144	140
1966 1st quarter	121	127	123	126	117	114	123	116	114	118	114
2nd quarter	122	128	125	132	117	113	123	117	116	118	116
3rd quarter	124	128	127	139	118	114	123	118	119	116	121
4th quarter	125	129	128	146	117	111	125	117	119	114	121
1967 1st quarter	124	129	127	151	117	111	127	117	119	112	126
2nd quarter	124	130	126	157	118	112	128	116	118	111	128
3rd quarter	126	131	127	166	119	112	127	119	120	114	127
4th quarter	129	132	129	174	123	115	130	123	123	120	131
1968 1st quarter	131	133	130	177	124	117	129	125	127	120	133
2nd quarter	132	136	132	187	123	118	134	122	108	127	135
3rd quarter	136	138	133	194	130	120	138	131	132	129	136
4th quarter	139	142	135	203	135	122	141	137	138	135	141
1969 1st quarter	141	145	137	205	137	122	143	140	139	140	143
2nd quarter	144	144	139	218	140	123	147	144	142	144	145
3rd quarter	146	143	140	227	142	124	148	144	144	144	143
4th quarter	146	146	138	238	143	125	154	146	145	150	131
1970 1st quarter	148	149	137	245	148	125	156	152	150	153	151
2nd quarter	148	147	136	258	148	124	159	152	150	154	149

Source: OECD

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts, 1960 to 1970, during the week ended Friday, October 30, 1970. Br.E. indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
The Body	Br.E. 35117	112	October 26	MGM-EMI Distributors Ltd.	Kestrel Films Ltd.
Miss Magnifical	Br.E. 35118	28	October 26	Gala Film Distributors Ltd.	Syntax Films
It's Strictly For The Birds	Br.E. 35122	26	October 29	United Artists Corporation Ltd.	Harold Baim Motion Picture Productions Ltd.
Sunday In The Park	Br.E. 35124	43	October 29	British Lion Films Ltd.	Donwin Productions Ltd.
Bronco Bullfrog	Br.E. 35125	87	October 29	" "	Maya Film Productions Ltd.
Movietone News 2160	Br.E. 34935	8	October 30	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2160A	Br.E. 34936	7	October 30	" " " "	" "
				FOREIGN	
The Song Of The Red Ruby	F. 35119	105	October 26	Gala Films Distributors Ltd.	Palladium Films, Copenhagen
The Liberation Of L. B. Jones	F. 35120	102	October 29	Columbia Pictures Corporation Ltd.	The Liberation Company
Master Of The Islands	F. 35121	132	October 29	United Artists Corporation Ltd.	Mirisch Productions Inc.
The Mafia Mob	F. 35123	90	October 29	E. J. Fancey Productions Ltd.	Hercules Cinematografica S.r.l. Rome

Amendment to the Register:
The particulars of the film 'The Madwoman of Chaillot' (F. 34516) registered on December 4, 1969, have been amended to provide alternative playing times as follows: (a) 137 minutes; (b) 110 minutes, and the name of renter distributing the film in Great Britain to Warner Bros. Distributors Limited.

Business Monitor

THE FOLLOWING titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series:

Monthly at £1 a year post free:

Metal-working Machine Tools for August 1970
Trailers for May and June 1970
Salt for August 1970
Clothing for August 1970
Pottery and Electrical Ware for August 1970

Quarterly at 7s. 6d. (37½p) a year post free:

Internal Combustion Engines for Second Quarter 1970
Scientific and Industrial Instruments and Apparatus for Second Quarter 1970
Rotating Electrical Machinery for Second Quarter 1970
Contractors' Plant for Second Quarter 1970

A complete list of titles of Business Monitor was last published in the then *Board of Trade Journal* on September 23, on page 620.

'Economic Progress Report' for November

THE NOVEMBER issue of *Economic Progress Report* was published on October 29. It contains articles on 'Britain's "invisible" earnings'; 'Reorganizing Central Government'; 'Monthly economic assessment'.

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

Exhibitions and Fairs

Latin-American industrialists will see British production equipment

FACTORY PRODUCTION plant and materials for use by a wide variety of industries in Argentina will form one of the most prominent categories of exhibits at the British Industrial Exhibition in Buenos Aires.

Argentina is increasingly stepping up its own output of consumer products, and manufacturers there are keen to examine up-to-date and specialized equipment for the efficient production of many kinds of goods. The forthcoming exhibition, will, therefore, give British machinery producers a chance to demonstrate equipment for many purposes to a receptive audience of engineers, buyers, government officials, and other visitors.

Among the British companies participating in this important event will be leading manufacturers of all kinds of electronics and telecommunications equipment, instruments, chemical plant and materials, construction and civil engineering equipment and services, power generation plant, modern aircraft and other transportation equipment.

Variety of tools

For Argentina's own future industrial output, British companies will be offering a variety of machine tools, welding plant, food processing equipment, packaging machinery, and many other types of production plant for the food, textiles, and engineering industries.

The British Steel Corporation, for example, is to show a selection from its wide range of products for the building, power, railway, automobile, canning and shipbuilding industries. Plastic-coated and special quality steels will be included, as well as wire products, tubing, castings, forgings, sheet, tinplate and light rolled products shown by its local agents.

Forged steel rolls, rolled products, high speed steels, tool and die steels, vacuum induction melted alloys and steel and alloy iron castings will be among the products which Firth Brown Ltd. will feature. Their manufacturing facilities will be depicted pictorially, and prominence will be given to the modern forge department in which five new presses, ranging from 600 to 4,000 tons capacity, have recently been installed.

The British Oxygen Co. Ltd. (recently awarded orders for £210,000 worth of welding and cutting equipment in Brazil) are to participate at the Buenos Aires exhibition with equipment from several of its divisions.

The Welding Products Division will show a variety of the latest types of electric arc welding and gas welding and cutting equipment. From their Chemicals Division will come chemicals for the plastics and pharmaceutical industries and paint and size manufacturers.

BOC-Airco Cryogenic Plant Ltd. will show models of air separation plants, animated flow-sheet and photographs of plant for the liquefaction and storage of natural gas.

The BOC cryoproducts department will feature vivostats (very low temperature storage vessels) for storage of bull's semen for artificial insemination, and laboratory vessels for storing liquid atmospheric gases. Specialized hospital equipment will be shown by the company's advanced engineering division for anaesthesia, oxygen therapy, respiration, etc.

A method of bale-tying that was inspired by two interlocked paper clips, and which is now used to strap 80 per cent of Argentina's wool exports, will be shown by F. A. Power Ltd. (a subsidiary of GKN Rolled & Bright Steel Ltd.) in conjunction with Valam SAIC, of Buenos Aires. Called Quiklink, it is used on some 35 per cent of Argentina's cotton, as well as on man-made fibres. It is now sold in more than 30 other countries. Other power strapping systems will be shown at the exhibition, including some using steel and polypropylene tensional strapping.

Machine tools on show

Among manufacturers of machine tools, Cincinnati Milacron Ltd. will demonstrate four machines during the exhibition. These will be their 420-16 Vertical Cinedo knee and column milling machine with automatic table cycle, a 16in. x 36in. vertical Hydrotel milling machine with three-dimensioned hand-guided Actratrace unit, a 220-8 centreless grinder with electro-hydraulic infeed, and the Heald 273A universal precision internal grinding machine.

Other manufacturers of machine tools and metalworking equipment will include A. A. Jones & Shipman Ltd., Charles Churchill Ltd., Brown & Sharpe Ltd., Balding Engineering Ltd., Staveley Machine Tools Ltd., Redman Heenan International Ltd., James Neill & Co. (Sheffield) Ltd., Sheffield Twist Drill & Steel Co. and B. O. Morris Ltd. Precision linear measuring equipment and engineers' tools will be shown by Verdict Gauge (Sales) Ltd.

A new portable transformer has been added to the range of epoxy-resin encapsulated welding transformers which will be shown at Buenos Aires by British Federal Welder & Machine Co. Ltd. This company's resistance welding machines have been supplied already to Brazil, Peru and Venezuela – many of them for the motor car industry. Its products are however used in a very wide range of industries, and the company's intention at Buenos Aires is to show those machines which fit in with Argentina's development plans, i.e. for the automotive, packaging and domestic appliance industries in particular.

G. D. Peters & Co. Ltd. plan to show a range of oxy-cutting machines which, they claim, will include the most sophisticated co-ordinate drive oxy-cutting machine in the world.

In the field of positive power transmission products, Renold Ltd. regard themselves as the largest single specialist firm in the world. They have agents in all South American countries and a special sales department devoted to this territory. They will show at the exhibition chains and wheels for power transmission, conveyor chain wheels and attachments, hydrostatically and mechanically operated variable speed systems, power transmission auxiliaries, and worm, spur, helical and bevel gear units and gear sets.

Equipment for the food processing industries will be shown by Baker-Perkins International Ltd., Chamberlain Industries Ltd., Simon-Vicars Ltd. and Redman Heenan International Ltd.

Princess Alexandra, wearing a blue midi-coat and a blue and white hat, during her visit to the Royal International Dairy Show at Olympia on October 28. The Princess, President of the Royal Association of British Dairy Farmers, is seen here on Milk Marketing Board stand, with Mr. James Jackson (left), vice-chairman: Mr. Ivan Pagent (second right), the executive running the Project Club, an educational scheme run by the Board, and Mr. C. R. Garnham, managing director.

Avdel Marketing International Ltd. will offer manufacturers a wide variety of fastening and fixing systems for use in electronics, domestic appliance, automobile, aircraft, railways, shipbuilding, and furniture industries. These will include rapid blind fasteners, high-clench rivets, special new threaded inserts, and quick release pins. Avdel say that a large number of British firms exhibiting at Buenos Aires use their fastening techniques in their production.

For the textiles industry, Ernest Sragg & Sons Ltd. will be showing their SuperSet continuous texturing machine for producing set polyester yarns. This will be exhibited for the first time in South America, as will the HW1 rewinding machine with multi-build control, and winders for acrylic and textured yarns.

High production

From Stibbe Machinery Ltd. there will be two of their latest Mini-Jac high production double-jersey knitting machines. Also to be shown will be a simple high production machine for underwear fabrics.

Colombia and Brazil and other Latin-American countries have become important buyers of equipment from Carding Specialists Co. Ltd. in recent years, and the company anticipates that an increase in their trade with Argentina and her neighbours will follow their participation at Buenos Aires and their current marketing programme in South America.

The British Industrial Exhibition is being supported by a total of 331 companies. Many of these have long-established trading links with Latin America in general and with Argentina in particular, while others are anxious to break into this expanding market for the first time and see the Buenos Aires exhibition as a unique chance to establish a foothold and make valuable sales contacts with a varied industrial audience.

The exhibition is being sponsored by the BNEC Latin America. It is being organized with financial support from the Department of Trade and Industry by Industrial and Trade Fairs International Ltd.

● Princess Alexandra will open the exhibition today (November 4). Mr. Michael Noble, Minister for Trade at the Department of Trade and Industry, will visit BA 70 on November 9 and 11.

Three complete galleries occupied by British exhibitors at Meuropam

A report from J. O. McCormick, HM Consul-General, Lyons.

MEUROPAM and Pro-Meuropam are two exhibitions in one. Held in Lyons annually since 1960, Meuropam, the 'Marché Européen de l'Ameublement' is a furniture exhibition, to which furnishings and accessories were added in 1962 under the title Pro-Meuropam, or Marché International des Fournitures Professionnelles pour l'Ameublement. Between them, the two exhibitions cover some 20,000 square metres of stand space in part of the Lyons Fair premises. Admission is restricted to trade and professional categories only.

At this year's exhibitions (October 3-6) there were 661 exhibitors (compared with 468 in 1969), 534 for Meuropam and 127 for Pro-Meuropam. Approximately 30 per cent of all exhibitors were from outside France; 15 foreign countries were represented, the most important numerically being Italy, Belgium and the United Kingdom. Buyers from 8,500 firms visited the exhibition.

The British participation in Meuropam occupied three complete galleries, with 25 furniture manufacturers taking part in the joint venture sponsored by the then Board of Trade under the auspices of the British Furniture Manufacturers' Association (last year there were 19 British firms).

Modern fabrics

A further five British firms were present in the Pro-Meuropam section of the show, all of them carpet manufacturers. In addition, a number of other items of British manufacture were on show on the stands of firms' French representatives; particularly noticed in this category were some modern furnishing fabrics.

British manufacturers are particularly known in France for their reproduction furniture, the elegant design and quality workmanship being widely appreciated. Reproduction dining room suites and bookcases were in evidence on most of the British stands, together with comfortable button-padded leather and upholstery armchairs. Some outstanding items were made of yew, a wood which is very little employed in France, and the distinctive honey-coloured hue attracted much attention.

Also much admired was a leather upholstered 'hall porter's chair', photographs of which, being tested by the Mayor of Lyons, appeared in the local press.

More modern lines were represented by a range of small bars which are said to sell well on the French market and telephone seats, a novelty in France guaranteed, declared a number of visitors, to send phone bills rocketing! A range of modern-style upholstered lounge suites attracted much interest particularly from Swiss buyers, who visited the fair in force.

Good business

Practically all the British firms reported satisfactory trading. One firm reported doing three times as much business as last year, which was itself 'a record year'. Another firm stated that Lyons is always their best exhibition, and declared that this year was particularly good. Two firms found potential distributors for France and hope to do much better after these appointments are finalized.

The carpet manufacturers reported generally satisfactory business. For them, the French market calls for oral and geometric patterns, and the effective use of colour in British carpet designs is a selling point.

The experience of the majority of the British exhibitors shows that there is in France a valuable market for the quality reproduction furniture for which Britain has an excellent reputation, and for well designed carpets.

Mr. Wooldridge, of the BFMA, recalled that last year France was the biggest purchaser of British furniture in western Europe. The manufacturers and the Association are determined to maintain this position, which, Mr. Wooldridge said, can be attributed to a considerable extent to the consistency of the industry's exhibition efforts in France.

Finally, it was announced by the fair organizers, that government approval had been received for Meuropam to be classified as 'international' fair from 1971.

At the official inauguration of Meuropam, Mr. L. Pradel, Mayor of Lyons, finds this button-padded hall porter's chair shown by a British manufacturer particularly comfortable.

Brisk business at Zurich clothing exhibition

THE FIRST International Women and Children's Clothing Exhibition took place in Zurich from October 11-13, covering some 10,000 square metres at the Zuspa Permanent Exhibition Centre.

Of the 197 exhibitors, 92 were Swiss and 70 were British firms participating in a joint venture under the auspices of the Clothing Export Council. This was by far the largest foreign contingent. Other exhibitors came from France, Germany, Italy and Austria and one from Finland.

The show was not open to the general public.

The organizers reported that out of the 3,000 clothing retailers in Switzerland, more than half (some 17,000) sent buyers along. The total attendance was 2,500, including a few from Italy, Germany, France, and other European countries.

Many exhibitors, including those already represented in Switzerland, hoped that this new event – the first of its kind in Zurich – would lead to considerable new trading.

Some cautious British participants were pleasantly surprised to find business brisker than expected; one leading manufacturer of rainwear, Ladies' Pride Outerwear Ltd. of London, found he had done more business in two days than during his recent five-day display in Munich. An outerwear company were pleased at the number of new accounts secured. They did about £5,000 worth of business on the spot with promising follow-up orders.

British Shopping Weeks create new demand

A report from the British Embassy (Commercial Department), Vienna

THE IMPACT of last year's large scale British Week in Vienna has been felt in the provincial towns of Austria, and owners of stores in three of them decided to follow their capital city's example and 'go British' for a week. Klagenfurt and Villach (combined population 110,000) in the Southern province of Carinthia held British Shopping Weeks from September 25-October 3, and Steyr, a town of 40,000 people in Upper Austria, organized its Week from October 8-14. All three were opened in the presence of HM Ambassador, Sir Peter Wilkinson, and the local mayors.

About 89 stores, together with motor car dealers, banks and restaurants, participated in the Klagenfurt and Villach promotions. In Klagenfurt, the Week was concentrated on a pedestrian shopping precinct and a large department store on the other side of the town centre.

The principal streets of both towns were amply decked with Union Jacks and shop windows were decorated with a variety of British consumer goods and supporting display material.

The main additional attractions were the band of the Black Watch; pipers of the 155 Highland Regiment – and two British policemen in each town, from the Thames Valley Constabulary in Klagenfurt and Leicestershire and Bedfordshire in Villach.

The participating shops had their busiest ever first week in October. Interest in the British goods which, in the leading local department store of Dietmar Warmuth (Villach), were given maximum prominence, was extremely lively. But what is more important, demand for these goods is even greater now than during the Week itself!

(*Continued on next page*)

BRITISH WEEKS, *continued*

The extra buying by Warmuth alone amounted to £90,000, and £8,000 of this was sold during the Week itself. Warmuth further claim that of all their buying for this season, just under half was from the United Kingdom.

While Warmuth covered the whole range of consumer goods, their greatest rival in the fashion business, Scharschön & Moser (also Villach), already active promoters of British fashion, concentrated on clothing and textiles and held regular highly popular pop-fashion shows in their 'Kings Road' basement boutique.

An impact

As always the best sellers were ladies' fashions and knitwear, but British men's clothing also began to make an impact.

It was also encouraging to see the appearance of British radio and television sets and hi-fi sound reproduction equipment in the provinces, or even in Austria at all, in what has been a market entirely dominated by German and Dutch competition. Ferguson sets were much in prominence in one particular radio store and are now appearing in a good many high street stores throughout Austria.

Another best-seller was British toys; the Kaufhaus Herbst in Klagenfurt, the second largest specialist toy store in all Austria, claims that two-thirds of its toy stock is British.

The total estimated new buying by all participating stores is reckoned at around £200,000 which for this relatively small, but nevertheless commercially active and progressive, community is highly encouraging.

In Steyr, where the shops are much smaller than the leading stores in Klagenfurt or Villach, the whole Week was on a much smaller scale; but being centred on the main shopping area, its impact on this more tightly knit community was quite considerable.

The main shopping area is the Enge (which means narrow street) where about 20 shops took part, and among the goods featured were ladies and men's clothing, textiles, shoes, cosmetics, toys, and foodstuffs.

The street was festooned with Union Jacks, and British goods were well presented in a series of attractive window displays, as usual given an additional British flavour by a variety of display material. The British atmosphere was further created by the presence of the two Thames Valley policemen who had been in Klagenfurt – almost certainly the first time that foreign policemen had ever officially visited Steyr – and two pipers from the London Scottish Regiment who performed four times a day.

The 'Inventive Britain' display was also brought up from Klagenfurt and was sited in the main restaurant in the Enge, which also housed a display of modern British paintings provided by the British Council.

Considerable interest

The amount of extra buying was very much more modest than in the Carinthian towns – about £5,000 – but every little helps and the participating shops all reported considerable interest in British goods and their orders on British manufacturers in the future are likely to be at a higher level than before.

Two more Austrian towns are following the example of Klagenfurt, Villach and Steyr and propose to organize Weeks in 1971 as follows: Liezen (district population 70,000), September 10-18, 1971; Linz (200,000), September 25-October 2, 1971.

Nairobi Show 'Swings into the Seventies'

A report from the British High Commission (Commercial Department), Nairobi

THE NAIROBI SHOW, held from September 29 – October 3 attracted greater interest than ever among the agricultural and trade communities in East Africa. The organizers, the Agricultural Society of Kenya, decided that from 1970 onwards each show should have its own theme and its own show colour in order to avoid the accusations of 'sameness' which have been made in the past.

This year the theme chosen was 'Swinging into the Seventies', and the colour was bright orange. Possibly as a result of this new image, the total number of trade stands rose to over 200 compared with approximately 180 last year, and the paid attendance rose by 15 per cent.

The British Pavilion was among the most prominent of 14 foreign government stands taking part, and was imaginatively designed and installed by the Central Office of Information, who even solved the incompatibility of the show theme colour with our own red, white and blue.

It was devoted to a display of agricultural equipment staged as a joint venture by the Agricultural Engineers Association and the British National Export Council (Africa), supported by the then Board of Trade.

Twelve firms from Britain took part, and displayed a representative range of equipment. As several also had displays on the stands of their local agents elsewhere in the showground, and referred potential purchasers there, the total value of orders obtained is difficult to assess. Most exhibitors, however, seemed very satisfied with the interest created, and we believe that the pavilion was at least as successful as in previous years.

For the third year running, cattle were on display in the pavilion. This year, it was not possible to obtain a special importation of cattle from Britain, so a selection of previously imported animals was procured locally, and a representative of United Livestock Exports of Great Britain came to supervise the exhibit. Firm sales as a result of this exercise reached about 100 beasts, and this figure could be doubled after further negotiations.

Improved results

Two other firms who were present on the British Pavilion for all three of the agricultural joint ventures staged reported improved results. Weeks Trailers made firm sales many times higher than last year's total, and Muir-Hill Tractors reported that potential business was at least equal to the last two years put together.

Among the most successful of the new exhibitors was Lantrac Holdings Ltd., who showed a new pattern of chisel plough, an elevating platform for fitting to a farm tractor, and a novel cross-country three-wheeled vehicle. Direct inquiries received could lead to sales of up to 100 units of the latter, and local assembly is planned for the future.

The African Committee of BNEC came out to Nairobi in strength to support the show.

For some years now it has been evident that Nairobi Show is growing into something more than a mere agricultural show. This year, judging of trade stands did not have an agricultural bias, and the trend was extensively publicized in the local press. As the largest annual exhibition in independent Africa, it merits greater attention from British manufacturers of all kinds, not just those in the field of agricultural machinery.

Good start and finish at Stockholm Technical Fair

A report from the British Embassy (Commercial Department), Stockholm

THE BRITISH contingent at this year's Stockholm Technical Fair (October 9-15) again consisted of two joint venture groups supported by the then Board of Trade and sponsored by the London Chamber of Commerce and the Building Materials Export Group. The products of some 40 firms were on display in the two groups.

The Technical Fair is an annual event of international standing, which this year attracted 754 exhibitors, 522 of whom came from outside Sweden. There were 239 stands and about 57,000 trade and professional visitors recorded. There were several national stands, and whilst embracing most aspects of industrial equipment, machine tools were a predominant feature of this display.

The exhibition began encouragingly with the signing of an order worth some £160,000 by the Swedish firm Kalmar Verkstad AB for the supply during 1971 of Perkins Engines Ltd. V8 diesel engines to be used in the Kalmar Terminal', a heavy goods vehicle of advanced design which goes into production next year. It ended on a similar note when, during the closing hours of the exhibition, Portable Power Tools Ltd. were finalizing an order for 10 mobile lighting tower units with a Finnish buyer.

Each day brought some news of successes, and in all immediate orders (not including the Perkins Engine contract) of over £120,000 were reported, machine tools doing particularly well. Further business generated as a result of the exhibition will undoubtedly be considerably in excess of this figure.

This was the last occasion on which the Technical Fair will be held at the present site, the next event in October 1971, will be at the new and larger exhibition premises now nearing completion at Alvsjo on the outskirts of Stockholm.

British Shopping Week in Helsingborg

'BUY FROM those who buy from you,' said Mr. Anthony Grant, parliamentary secretary, Board of Trade, when he opened the British shopping week in Helsingborg on October 2.

This promotion, which was the direct result of the full-scale British Week held in Stockholm in 1968, culminated a series of three such events in Sweden this year, the others taking place in Lulea and Gavle.

With its 82,000 inhabitants Helsingborg is one of the larger towns on the west coast of Sweden and is a centre for commerce and shipping. Last year over 13 million travellers and 800,000 vehicles passed through the port, which is known as the 'gateway to Scandinavia,' and this volume of traffic indicates the key position of its shops and department stores, many of which are situated in the Kullagatan shopping area.

Organized on the initiative of local retailers with support from the then Board of Trade, some 200 shops and stores participated in the British Shopping Week, and it is estimated that they purchased British goods for the promotion worth over £200,000. The products covered a wide range of consumer goods and consumer durables; and British motor vehicles were also on display and available for road tests.

Mr. Grant, in company with Sir Archibald Ross, British ambassador to Sweden, toured the central shopping area and the minister pulled the first pint in the 'Charles Dickens' public house which has been opened by Bass Exports as a permanent establishment in Helsingborg.

Sweden is one of our most important markets. She is our best market in EFTA, fourth best in Europe, and fifth best in the world. In recent years Anglo-Swedish trade has grown fast and with a total exchange trade of over £600 million, is more or less equal in both directions.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Costa Rica and Bulgaria

HM EMBASSY in San Jose have reported that a document signed in San Jose on October 9, during the course of a Bulgarian trade mission to Costa Rica, has established formal diplomatic relations between the two countries.

The signatories were, for Costa Rica, the Foreign Minister, and, for Bulgaria, the Ambassador on Special Missions. A communique issued on the occasion stated that, for the present, resident Ambassadors would not be exchanged but that Costa Rica would be represented in Bulgaria by one of its Ambassadors in Europe, and Bulgaria in Costa Rica by one of its in Central America.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Branch 5, Department of Trade and Industry, Room 353, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, EXT. 2290).

ECGD backing for export contracts

£6½ MILLION CREDIT FOR ISRAEL

THE EXPORT Credits Guarantee Department has guaranteed a line of credit of £6½ million for the purchase of British equipment and associated services required for a £15 million oil refinery to be built by Haifa Refineries Limited at Ashdod, Israel.

Under the credit, negotiated by ECGD and S. G. Warburg & Co. Ltd., with Haifa Refineries Ltd., and concluded in London on October 23, the latter will purchase goods and equipment including pipes, valves, furnaces, structural steel, steel plating, reactor vessels, pumps, turbines, compressors, electrical equipment and control instruments. Other items of equipment are likely to be agreed between the parties during the currency of the credit.

The credit will be available up to September 30, 1972, for contracts down to a minimum value of £5,000, thus enabling smaller as well as larger capital goods manufacturers to take advantage of the favourable terms of credit. Terms of repayment, appropriate to a major capital project, are over ten years from date of delivery.

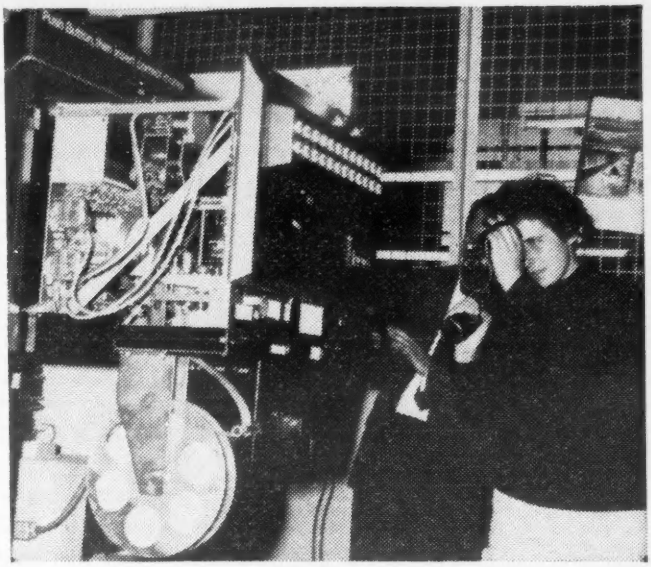
Finance under the credit will be available for 80 per cent of the United Kingdom element of an individual contract at the fixed interest rate of 7 per cent, agreed by the banks for ECGD-guaranteed medium term business. The balance, of 20 per cent, will be paid from the buyer's own resource and will include at least a 10 per cent downpayment at contract with further instalments to be negotiated on normal commercial terms.

LPG PLANT FOR ARZEW, ALGERIA

THE EXPORT Credits Guarantee Department signed a Financial Guarantee on October 28 for a loan of £5.76 million to finance a £9.6 million contract for the erection of an LPG terminal and separation plant at Arzew, Algeria.

The loan is being made available by Kleinwort Benson Ltd., acting on behalf of a consortium of London clearing and Scottish banks comprising National Westminster Bank Ltd., Barclays Bank Ltd., Clydesdale Bank Ltd., Lloyds Bank Ltd., Midland Bank Ltd., and The Royal Bank of Scotland Ltd. The loan is repayable over a period of eight years from date of commissioning.

The contract is between Constructors John Brown Ltd. of London and Sonatrach, the National Algerian oil undertaking. When complete the plant will consist of storage tanks for the LPG; a plant to separate the LPG into its major constituent parts; storage facilities for the butane and propane produced and a loading terminal.



Czech Television visited Setright Registers' factory at Fairfield Road, Bow, recently. Picture shows a Czech TV cameraman filming a 'Multiset' ticket issuing machine. The TV crew also filmed passengers at Euston Station using the two 'Multiset' ticket machines Setright Registers has installed there. The results will be shown on Czech Television next month in a programme on technical developments in Britain and other countries. Setright Registers, a member of the British Match Group, is one of the world's leading manufacturers of ticket issuing machines and other revenue collection equipment.

TWO MOTOR CARGO VESSELS FOR FINLAND

THE ECGD has signed a Financial Guarantee covering the financing of two motor cargo vessels, each of 11,700 tons deadweight, for Finland. The vessels, worth approximately £6.9 million, will be owned by the Finland Steamship Company Ltd. and will be built by Smith's Dock Company Ltd.

The loan, worth £5.5 million, is being made available by Barclays Bank Ltd. and is repayable over a period of eight years from the date of delivery.

WHAT ABOUT SOUTH AMERICA ? CAN WE DO YOUR GROUND WORK ?
2 Oxbridge engineering economics graduates with industrial experience, leave in early December for private research.
We would like further industrial commissions, and will show interest in any request.
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Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the October 7 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Department of Trade and Industry (see page viii October 7 issue* Board of Trade Journal) *or the Export Services Division, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel.* 01-248 5757).

OUTWARD MISSIONS

'Receptive atmosphere' in Far East

A HIGHLY SUCCESSFUL delegation of 20 businessmen returned recently from a four-week selling mission to the Far East which included official visits to Tokyo, Osaka, Hong Kong and Singapore. The mission was organized by the Merseyside Chamber of Commerce in conjunction with the British National Export Council and was led by Mr. M. J. Smith, managing director of Evans Medical Ltd.

In common with previous missions, the mission was of a 'horizontal' nature, although textile and pharmaceutical interests were well represented. In general, a receptive atmosphere was encountered by the mission and a follow-up mission is being considered as soon as possible. It was also felt that the cumulative effect of trade missions to the area had served to promote goodwill and to reassure local businessmen that the United Kingdom is particularly concerned over maintaining its share of the markets.

The total worth of the mission has yet to be evaluated, but an estimate for Hong Kong alone puts initial orders at £300,000 and future potential at £1 million as a direct result of the visit of the mission.

The remaining mission in this year's programme is to Kuwait and the Gulf States. This mission will take place in December and will be led by Mr. C. Kerr, general manager, National and Grindlays Bank Ltd., London.

Missions to Australia, the United States, the Caribbean, the USSR and Nigeria are being planned for 1971.

At a dinner recently in Los Angeles in honour of Mr. Eric Turner, (president, Birmingham Chamber of Commerce and Industry) are (from left to right) Mr. Carl Kotchian (president, Lockheed Aircraft Corporation), Mr. Turner, Mr. William Simpson (president, Los Angeles Area Chamber of Commerce), Mr. Philip Hawley (chairman, Broadway Department Stores) and Mr. Andrew Franklin (HM Consul-General in Los Angeles). Mr. Turner is leading a 20-man mission from Birmingham to California.

Success in United States

REPORTING to a recent meeting of the Council of the Birmingham Chamber of Commerce and Industry, Mr. Eric Turner, chairman of BSA Ltd., spoke of the success enjoyed by members of the mission which he as president of the Chamber led to the United States last month.

In support of the British Trade Fair Drive in California, the Chamber had sponsored a 20-man mission which visited California for one week, afterwards splitting into smaller groups to cover other parts of the United States.

Because most members of the mission were still in America at the time of the meeting, Mr. Turner was unable to give a final figure for business achieved. He fully expected, however, that the value of the new and additional business for early delivery to California alone would be at least $5 million and there would be substantial additional business for other parts of the United States.

One thing that had struck Mr. Turner forcibly was the obvious competence and thorough organization of the British Trade Drive offices in the United States. 'The help given by the overseas posts in both Los Angeles and San Francisco could not have been bettered,' he said. 'Several members of our group were no strangers to the United States, but even the most regular visitors went out of their way to express appreciation of the outstanding assistance we received from the posts.'

Already a number of members had expressed clear intentions of returning to California during the ensuing 12 months, and in any event the Chamber itself would be mounting a further mission to be based in Los Angeles and San Francisco towards the end of 1971.

Modern design a common feature

TWENTY-ONE British manufacturers of products ranging from toys, giftware, clocks, pottery and cutlery to sailing boats, musical instruments, furniture and fabrics are currently visiting the United States for a fortnight. This is the largest outward trade mission to be organized by the Council of Industrial Design; the participants manufacture a variety of commodities with a high standard of modern design as the common feature – all have products selected by the Council for its Design Index, a photographic and sample record of over 10,000 modern British consumer durable products selected by independent committees for their good design.

Aims of the mission are to establish local agents and retail outlets and to provide advance publicity for products to be promoted during the British Trade Drive in San Francisco from October 1-9 next year.

The mission beginning in San Francisco, visits Los Angeles from November 4-8, Chicago from November 8-11, and New York from November 11-14.

17-man team for Australia, New Zealand

KENT & SUSSEX EXPORTERS' CLUB is sending a 17-man trade mission to Australia and New Zealand for a three-week tour starting in Perth on November 24. Leader of the BNEC-assisted mission is Mr. A. C. King, ropeways manager of British Ropeway Engineering Co. Ltd. (Glover group), of Sevenoaks, Kent. Other members of the team include five adopted from areas outside Kent and Sussex.

EXPORT TOURS

Extensive tour

MR. MARK M. CANSICK, senior partner, Mark Cansick & Co., London, set off on one of his regular tours on November 2, his itinerary being as follows: Singapore, Djakarta, Kuching, Brunei, Kota Kinabalu, Hong Kong, Manila, Sydney, Perth, Mauritius, Nairobi and Addis Ababa (from December 10 to 12).

His company are export merchants and specialist export managers.

Executives at Danish exhibition

MR. TOM SMITH, export executive, and Mr. Owen Birtwistle, chief engineer, RGS Electro-Pneumatics Ltd., Accrington, Lancs., visited the Styreteknik hydraulic, pneumatic and electronic exhibition in Copenhagen recently. Their company exhibited at this event through their Danish agents.

Mr. Smith and Mr. John Marsland, sales director, have since gone on to Sweden, where they have agents, and Norway, where they hope to appoint some. The company offer a wide range of electro-pneumatic valves and air cylinders which are being used increasingly in machine control applications throughout the world.

Three-week tour of Caribbean

COLONEL DONALD MCMILLAN, chairman of Cable and Wireless Ltd., left recently on a three-week tour of the Caribbean, during which he will visit several of the company's branches.

Colonel McMillan flew first to Barbados and then to St. Vincent. He then planned to visit Trinidad for talks with officials of the Trinidad and Tobago External Telecommunications Co. Ltd., an associate company of the Cable and Wireless group. From Trinidad he proposed flying to Jamaica and, finally, to Bermuda.

Visiting customers in United States

MR. H. DROS, manager, Cambrian Leatherworks, Wrexham, leaves for the United States on November 8 to visit major customers in the tannery's most important export market. After attending the Automobile Accessory Show in Chicago where Wrexham-made chamois leather is to be exhibited, he will fly to St. Louis and then to New York.

Mr. Dros will subsequently travel to Bermuda to attend the four-day annual convention of the Sponge and Chamois Institute with Mr. Richard Brothers, who represents J. Meredith Jones & Sons Inc. in the North American market.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

£20 million contract from United States

A contract worth about £20 million for two 1,100 MW turbine generators for the San Onofre nuclear power station in California has been placed with the General Electric subsidiary, English Electric-AEI Turbine Generators Ltd., by Southern California Edison Company and San Diego Gas and Electric Company.

Work on the turbines has already started at English Electric-AEI factories in Rugby, Stafford, Trafford Park and Larne. Commissioning of the first is expected in June 1975 and the second a year later.

£3 million orders likely

The Acrow group of companies – which takes in the manufacture of construction equipment, mechanical handling equipment, containers, bridges, cranes, agricultural machinery and plastic products – is likely to gain around £3 million of orders as a result of the group's 1970 World Convention which ended recently in London.

The two-week convention – which cost £100,000 to stage – was attended by 100 representatives from Acrow's overseas companies and agents. They visited all Acrow factories in the United Kingdom as well as sites where Acrow equipment is in use.

The Acrow group now announce £600,000 of firm orders and further orders worth £2.5 million are currently being negotiated.

Telephone calls win United States orders

A Birmingham printing house is earning thousands of dollars a month by setting type for American academic books.

Kynoch Press, part of Imperial Metal Industries Ltd., have obtained orders from three major United States publishing houses which will mean that 30 to 40 books a year will be typeset in Birmingham and sent in page-proof form across the Atlantic.

The sales operation began last November when Mr. Wallis Heath, director of the Kynoch Press, started a series of person-to-person telephone calls from his office in Witton, Birmingham, to selected American publishing houses.

£250,000 target

During the past six months the Jaycee group, manufacturers of traditional-style furniture, have received orders totalling £135,000 from the United States. This compares with £50,000 for the same period in 1969. Mr. Andrew Arnold, export manager, is confident that the company can pass the £250,000 mark before the end of March 1971.

Assignment in Tanzania

Powell Duffryn Technical Services Ltd.– international consultants in mining, engineering and management – have been appointed by Tanganyika Magnesite Mines Ltd. to report on the quantity and quality of ore reserves in the magnesite deposit at Chambogo, Tanzania.

Tanganyika Magnesite Mines, in which the Tanzanian Government have an interest, is planning to extend the mining operations and calcining facilities if the report shows the mine has sufficient reserves. The quality of ore is known to be high.

Dr. J. H. Griffiths, director and chief chemical engineer of PDTS, is in charge of the operation and Dr. C. J. Hall, a senior mining engineer, recently returned from a two-week field study. The final report will be submitted by the beginning of December.

The Kitchen Devil range of cutlery, which is manufactured in Sheffield, is to be distributed throughout the United States by the General Time Corporation of America. The agreement was signed between Mr. Harold Bearston, managing director of Bearston Cutlery Ltd., and Mr. Frederick Chapman, vice-president of the Corporation. The Kitchen Devil range is made of stainless surgical steel. There are 12 knives in the range which features hard-wearing scalloped edges, and a recent introduction is the magnet set of five knives held by individual magnets in a wall holder.

Total order book of £120 million

Upper Clyde Shipbuilders Ltd., Glasgow, announce orders for two ships with a total value of about £7 million. The contracts, placed by Irish Shipping Ltd., Dublin, are for two of Upper Clyde's standard design 26,000 tons dw. bulk carriers. These latest orders bring the total of bulk carriers placed by Irish Shipping Ltd. to four ships – two ships of the same class recently announced as for 'undisclosed owners' are, in fact, for these Dublin shipowners.

The total of bulk carriers of this class now on order with Upper Clyde Shipbuilders is 17 ships. These, together with nine of the company's 'Clyde' class cargo liners and four of a new class of 27,000 tons dw. bulk carriers, account for over £94 million of the total order book of £120 million.

Swedish plant contrsct

Sim-Chem Ltd., Stockport, have been awarded a contract valued at approximately £1·75 million by Boliden Aktiebolag for the design, supply and erection of a phosphoric acid plant at Helsingborg, Sweden. Work on erection will begin in June 1971 and the plant will be completed 12 months later.

Patrol boats for Bahama police

The Bahamas Government is establishing a police marine division for the regular patrolling of the extensive islands and waters covering thousands of square miles throughout the Bahamas.

The first pair of 60-ft. Keith Nelson police patrol boats for the Bahamas Government was shipped recently, with two more to follow shortly. These four 20-knot vessels – the first to be built to the enlarged version of the well-known 56-ft. Keith Nelson design – will greatly strengthen police capabilities in fishery protection and anti-infiltration duties. They have been built at the Portchester shipyard of Vosper Thornycroft Ltd., of which Kieth Nelson & Co. Ltd. is a subsidiary. Total value of the order is about £500,000.

Lifts for Rangoon hospital

Lifts for a 350-bed hospital now under construction in Rangoon will be supplied by Marryat & Scott Ltd. Two bed lifts and one passenger unit worth a total of £14,000 will be shipped, and installation will be carried out by the company's agent for Burma.

Mobile cinemas for Congo

The Rover Company has supplied nearly 200 Land-Rovers worth over £200,000 to a London firm for conversion into mobile cinemas for use in the Democratic Republic of Congo. The firm, Cintec Ltd., of West Norwood, London, ordered the Land-Rovers – long wheelbase station wagons – after winning what is thought to be the largest single export contract ever placed in this country for mobile cinemas. The contract, worth £750,000, was placed with Cintec Ltd. by the Government of the Democratic Republic of Congo.

A total of 180 units are involved in the contract and the vehicles will be used for information and educational purposes throughout Congo.

Record car shipment to Australia

The largest consignment of Rover cars to be shipped to Australia left Southampton recently, on the Dolphin Line charter ship *Bevenstein* – 129 Rovers, mostly 3500s, were on board and the cars will be discharged at Fremantle, Sydney and Melbourne.

Australia is one of Rover's largest export markets for cars and Land-Rovers – so far this year the number of Rover 2000s and 3500s shipped there is up by 34 per cent compared with the total for 1969.

Million-dollar contract

Cable Belt Ltd., Camberley, Surrey, recently secured their first contract from Brazil. The contract, worth about $1 million, is for the supply of a cable belt conveyor to handle iron ore. It will operate for the Brazilian National Steel Corp. at their Casa de Pedra mine near Belo Horizonte, Minas Gerais. The mine site is some 3,500 feet above sea level.

Further £250,000 orders

Yorkshire Switchgear and Engineering Co. Ltd., Leeds, announce that orders worth over £250,000 have been won, in the face of keen international competition, in South Africa and Malaysia.

Three months ago orders worth over £250,000 were placed by Iraqi and Belgian Electricity Authorities.

£460,000 Burmese orders since 1968

In a paragraph under the above heading in our October 14 issue, it was stated that Ransomes had exported £460,000 worth of ploughs and spares to Burma since 1968 – representing nearly 10 per cent of Britain's yearly exports to Burma.

This statement was incorrect – the £460,000 represented only 3 per cent of British exports to Burma over that period as a whole.

Metric standard circlips

Salterfix Ltd., Stafford, part of the Geo. Salter group of West Bromwich, are supplying circlips – made to metric standard – worth over £75,000 to companies in West Germany.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of Trade and Industry *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations and Decision which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French texts of the Regulations and Decision may be seen on application to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174).

PROCESSED AGRICULTURAL PRODUCTS

Regulation (CEE) No. 2075/70 modifies **Regulation (CEE) No. 1519/70** relating to certain measures to be taken for products covered by **Regulation (CEE) No. 1059/69** following the devaluation of the French Franc (*Journal Officiel* No. L230 dated October 17, 1970).

FRUIT AND VEGETABLES

Regulation (CEE) No. 2084/70 records a state of severe crisis in the pears market (*Journal Officiel* No. L230 dated October 17, 1970).

Regulation (CEE) No. 2093/70 lays down the general rules for the application of Article 6 and Article 7 paragraph 1 of **Regulation (CEE) No. 2517/69** defining certain measures concerning the improvement of Community fruit production (*Journal Officiel* No. L232 dated October 21, 1970).

PIGMEAT

Regulation (CEE) No. 2090/70 modifies **Regulation (CEE) No. 213/67** establishing the list of representative markets for the pigmeat sector (*Journal Officiel* No. L232 dated October 21, 1970).

Regulation (CEE) No. 2108/70 determines the Community schedule for the classification of pig carcasses (*Journal Officiel* No. L234 dated October 23, 1970).

OILS, FATS AND OILSEEDS

Regulation (CEE) No. 2109/70 fixes the target prices and the intervention prices for olive oil for the 1970/1971 Marketing Year (*Journal Officiel* No. L234 dated October 23, 1970).

Regulation (CEE) No. 2111/70 fixes the monthly increase for the market target price, the intervention price and the threshold price for olive oil for the 1970/1971 Marketing Year (*Journal Officiel* No. L234 dated October 23, 1970).

Regulation (CEE) No. 2112/70 fixes the threshold price for olive oil for the 1970/1971 Marketing Year (*Journal Officiel* No. L234 dated October 23, 1970).

CITRUS FRUIT

Regulation (CEE) No. 2107/70 fixes the mean values for the valuation of imported citrus fruits (*Journal Officiel* No. L233 dated October 22, 1970).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 2138/70 relates to the certified proof which must be given following applications for premiums for the non-marketing of milk and milk products (*Journal Officiel* No. L235 dated October 24, 1970).

WINES

Regulation (CEE) No. 2140/70 modifies **Regulation (CEE) No. 1702/70** in so far as it concerns increasing the alcoholometric strength of certain wines in Germany (*Journal Officiel* No. L235 dated October 24, 1970).

Decision No. 70/472/CEE authorizes Luxembourg to permit a supplementary increase in the alcoholometric strength of certain wines (*Journal Officiel* No. L235 dated October 24, 1970).

IRISH REPUBLIC

Irish bank dispute—resumption of work

FOLLOWING AGREEMENT with the Staff Association the Irish Associated Banks resumed work on October 21. Due to substantial arrears the Banks' offices are to remain closed to the public for not less than three weeks from the date of resumption and thereafter for an unspecified period the banks will open only from 10 a.m. to 12.30 p.m.

At a press conference in Dublin on October 20 the banks' standing committee gave the following advice on procedures to be adopted for the crediting and debiting of cheques or other promissory papers written during the strike and for calculating interest on overdrafts, etc.

A delayed value dating system will operate for all paper written

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during the closure. A date for all such paper to be debited and credited has yet to be decided and will be announced in two or three weeks when progress can be assessed on the arrears of work.

When the backlog of work due to the go-slow in March and April (about 2 million items aggregating £500 million) has been cleared the banks will make their normal half-yearly calculations, based on a date in late June, for overdrafts then outstanding. The overdrafts will be charged at normal interest for the duration of the banks' closure, plus the delayed dating system.

During the existence of the delayed dating system normal daily balances for overdrafts will be calculated. At the end of the delayed system, normal interest will again be charged on actual real overdrafts.

The banks estimate that 80 per cent of their customers will find their overdrafts as of June to be representative of their normal business overdrafts at that time of the year and should have little cause for complaint. Customers who consider that their overdraft so calculated is abnormally high will have an opportunity to renegotiate it and its due interest with their managers.

Cheques posted to the banks during the closure to reduce overdrafts will be treated under the delayed dating system unless otherwise agreed with bank managers.

Standing orders existing at the time of the closure will be fulfilled unless, within a fortnight of an advertisement to be placed by the banks, the orders have been cancelled by persons who have paid them in other ways or who wish them to be cancelled.

It is expected that the Government will shortly give instructions on dividend warrants for Government stocks outstanding. Priority is likely to be given for clearing arrears of this nature.

Customers are being urged to phase lodgements since it is estimated that some 12-15 million cheques and other paper valued at £3,000 million, is being held in commercial organizations waiting to be deposited. Lodgements should also be made at customers' own banks. Payments for cash will only be made on cheques presented at the customer's own branch.

Inquiries by British exporters should be made to the Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2271).

YUGOSLAVIA

New import regulations

THE YUGOSLAV GOVERNMENT have announced new regulations for various imports from effect from September 4, 1970, as follows:

(a) Grape juice, wine sediment, sparkling wine in bottles, brandy of grape husks and stalks, (Komovica) and cognac are now permissible only on licence (category D).

(b) Synthetic fibres cut to size, uncut in pots as well as drawn or combed (excepting polyester), woollen and cotton type; cellulose fibres; cellophane yarn of continual rayon fibres, retort coal, rubber pneumatic mattresses and cushions, life boats, rubber boats and yarn of artificial broken fibres no longer need the prior agreement of the Federal Secretariat of Trade.

(c) Films for the graphic industry exposed and unexposed as well as unexposed cinmatographic film tape may now be freely imported.

British exporters should address inquiries to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 457 and 420).

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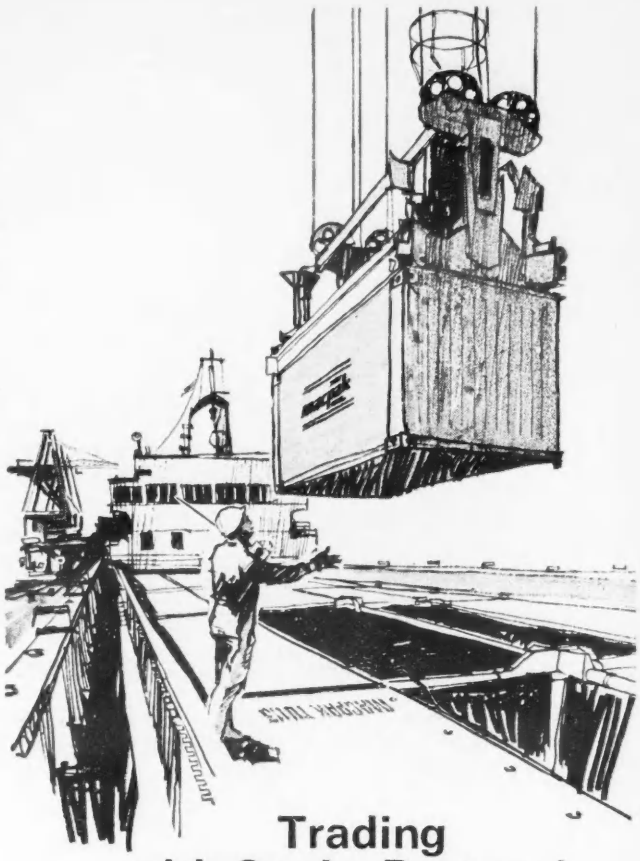

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SPAIN

Home Compensation Tax Levy

IN THE SPANISH *State Gazette* of October 23, the Spanish authorities announced the following reductions in their Home Compensation Tax Levy valid until January 23, 1971.

Tariff Heading	Description	Home Compensation Tax Levy Percentage reduction
03.01 A	Tunny and other tunas, frozen	75
03.02 A	Cod fish	100
09.01 A	Coffee, not roasted	100
12.01 B 3	Soya beans	100
Ex 12.02 B	Soya flour	75
Ex 15.02	Tallows	100
18.01 A	Cocoa beans, raw	100
23.01 A	Flours and meals of meat and offals	100
23.01 B	Flours and meals of fish	100
23.04 B	Oil-cakes, etc., other than of cotton	100
25.03 C	Sulphur, other than grounded or powdered	30
26.01 A 2	Iron ore, other than roasted iron pyrites	75
26.01 B	Manganese ores, etc.	75
26.01 G	Tin ores	75
26.01 H	Chromium ores	75
Ex 26.01 M 2	Nickel ores, only	50
26.03 C	Ash and residues containing tin only	75
27.01 A	Coal, suitable for coking, or mixed, imported by iron and steel coking-plants for their own use in steel manufacture	100
29.01 A 1	Butadiene	60
29.01 B 5	Styrene	30
29.15 D 1	Dimethyl terephthalate	50
29.22 A 4	Hexamethylenediamine monomer adipate	50
29.27 B	Acrylonitrile monomer	50
29.30 A	Isocyanates	30
29.35 G	Captrolactame	50
29.38 B	Other, provitamins and vitamins	50
31.02 A	Natural sodium nitrate containing not more than 16·3% of nitrogen	100
40.01 A	Latex	35
40.01 B 1	Smoked sheets and ball crepe	35
40.01 B 3	Natural rubber, other	35
40.02 A	Synthetic latex	35
40.02 B 2	Synthetic rubber, other	35
57.03 A	Jute, raw or retted	75
73.02 E	Ferro-nickel	90
73.02 F	Other (ferro-alloys)	65
73.03 A 2	Graded: iron or steel waste and scrap	75
73.13 A 1	Electrical sheets and plates with a watt-loss of 0·75 watt or less	60
73.15 B 1 f 1 a	Electrical sheets and plates with a watt-loss of 0·75 watt or less	60
73.15 B 2 f 1 a	Electrical sheets and plates with a watt-loss of 0·75 watt or less	60
75.01 A	Nickel mattes, nickel speiss and other intermediate products of nickel metallurgy; unalloyed unwrought nickel, whether or not in cubes or balls	90
Ex 75.01 B 3	Alloyed unwrought nickel, magnesium-nickel alloys only	65
75.01 C	Nickel waste and scrap	90
75.05	Electroplating anodes, of nickel	30
76.04 A 1	Reeled foil, of a purity of 99·99% intended for use in the manufacture of electric condensers	30
Ex 81.04 K	Unwrought cobalt, only	50
84.25 C 2	Combine harvester-threshers, other than for cereals and seeds	80
87.01 B 1	Track-laying tractors, with a cylinder capacity of 6,000 cc. or less	60

Inquiries about this notice should be addressed to Tariff Section Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 460/462).

KUWAIT

Electric voltage requirements

THE KUWAIT Ministry of Electricity and Water has recently issued the following caveat concerning the supply of electrical equipment to the local market. The voltage necessary for Kuwait is 415-240 with a 6 per cent tolerance at 50 cycles.

It appears that most water pumps and central air conditioning supplies currently in usage do not comply with the necessary specifications. Hence the Ministry of Electricity and Water is requesting that all Letters of Credit taken out for electrical goods suppliers should contain mention of the above voltage and cycle.

No further information is available but inquiries from British Exporters should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

IRAQ

Import of linen goods

THE IRAQI GOVERNMENT has decided to restrict the import of linen goods into Iraq and imports are now permitted only from Arab countries who have trade agreements with Iraq.

No further information is available at present, but inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

BAHRAIN

Cyclamates

THE USE of cyclamates in food and drinks in Bahrain was banned in January 1970. The Health Department of the Government of Bahrain have now written as follows to the Bahrain Chamber of Commerce and Industry.

'It is impossible for the health authorities to have an idea whether imported foods and drinks are free from cyclamates if they do not bear a formula. Hence you are requested to instruct all importers of these foods and drinks to ask the exporters to give an official certificate stating that no cyclamates are used in the exported food materials.

'Any such consignment that arrives in Bahrain without this certificate will be banned with effect from November 1, 1970.'

No definition of 'official certificate' is given, but it would seem probable that the Bahrain authorities would accept a Public Analyst's certificate countersigned by the Ministry of Agriculture, Fisheries and Food, Food Standards and Science Division, Room 452, Great Westminster House, Horseferry Road, London, S.W.1.

A further notice will only be published if the above conjecture is found to be wrong.

No further information is at present available, but inquiries should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

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REPUBLIC OF SOUTH AFRICA

Changes in sales duty

SOUTH AFRICAN *Government Gazette* No. 2866, date October 9, contains Notice No. R.1732, which introduces the following minor changes in the scope of sales duty.

(1) The sales duty on hand knitting needles and crochet needles is being withdrawn;
(2) Christmas cards in respect of which the net income is donated to registered welfare organizations and provided the cards are printed to that effect are being exempted from sales duty;
(3) Communion set pieces, fonts and like articles of precious metal or rolled precious metal identifiable for use by religious bodies at public worship (excluding decorations, ornaments or building fixtures) are being exempted from sales duty.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

Customs tariff amendment

THE FOLLOWING amendment was noted in the South African *Government Gazette* No. 2866, of October 9.

R.1738: Temporary provision, free of duty, is made for citrus juices. This provision will be withdrawn 56 days from the above date.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

SOUTH WEST AFRICA

Levy on cheese

UNDER *Government Gazette* Notice No. R.1652 of October 2, 1970, a levy of 11c. per kg has been imposed on cheese and process cheese imported into South West Africa from any place other than the Republic of South Africa.

Inquiries should be addressed to the Tariff Section of Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

IVORY COAST

Cholera regulations

NOTICE WAS given in the *Board of Trade Journal* of October 7, 1970, (page 797) that travellers to the Ivory Coast must have valid cholera vaccination certificates.

Telegraphic information has now been received that with immediate effect all travellers entering the Ivory Coast must be in possession of a valid certificate of vaccination against cholera.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2334).

ALGERIA, MOROCCO AND TUNISIA

Exporters interested in Algeria, Morocco and Tunisia are reminded that French is the foreign language most widely used in business and official circles in these countries. It is, therefore, essential that any literature or correspondence for local firms should be in French. Similarly, quotations of weights and measures in the metric system and of prices in local currency are also an important factor in attracting the interest of potential importers.

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LEEDS	Wingair House, Leeds/Bradford Airport, Yeadon, Leeds, LS.19 7.TU.	09737-3121
LEICESTER	11 De Montfort Street, Leicester, LE.1 7.GE.	0533-25477
LIVERPOOL	Cunard Building, Liverpool, L.3 1.EU.	051-236 9931
LIVERPOOL AIRPORT	Room 13, Hangar No. 2, Speke, L.24 8.QE.	051-427 7329
MANCHESTER	261/5 Corn Exchange Building, Fennel Street, Manchester, M.4 3.HJ.	061-832 9386
MANCHESTER AIRPORT	Wingair House, Wythenshawe, Manchester, M.22 5.PU.	061-437 5956
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TANZANIA

Import licensing regulation

GOVERNMENT NOTICE No. 270, published in the United Republic of Tanzania *Official Gazette* of October 16, amends, with effect from October 14, the Second and Sixth Schedules to the open General Licence, 1968 (published in the *Board of Trade Journal* of August 16, 1968, pages 514-515) which includes goods of United Kingdom origin for which specific import licences are required to the following extent.

Second Schedule

B.T.N. No.	Description of Goods
By the insertion of the following new item:	
84.04	Filing cabinets, racks, sorting boxes, paper trays, rests and similar office equipment of base metal, other than office furniture falling within heading 94.03.

Sixth Schedule – Licensing Procedure

By deleting in paragraph (f) the words 'Tanzania Shoe Company Ltd.', occurring twice and substituting therefor at each place the words 'National Development Corporation.'

Note:

Applications to import the goods shown in the Second Schedule should be submitted to the State Trading Corporation, PO Box 883, Dar es Salaam and not direct to the Imports Controller.

The effect of the amendment to paragraph (f) in the Sixth Schedule is that applications to import footwear and uppers of leather, complete or semi-manufactured should now be submitted to the National Development Corporation and not direct to the Tanzania Shoe Company Ltd.

Any inquiries relating to this notice should be addressed to the Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

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TOGO

Cholera regulations

THE GOVERNMENT of Togo has announced the need for valid certificates of vaccination against cholera for all persons entering Togo who have come from or have been in transit through the following countries:

All Middle East countries, India, Pakistan, Turkey, Russia, Japan, Korea, Sierra Leone, Liberia, Ivory Coast, Ghana, Upper Volta, Nigeria and Senegal.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2334).

AUSTRALIA

Tariff changes

DETAILS are given below of changes made in the Australian Customs Tariff by Customs tariff proposals which came into effect on October 23, 1970, and include those consequent upon Tariff Board inquiries into the following goods:

1. Vinyl acetate; cellulose acetate flake (Interim Report: Industrial chemicals and synthetic resins – Review)
2. Gauze, cloth, grill, etc. of copper or copper alloy wire.

AMENDMENTS OF PART II OF THE FIRST SCHEDULE TO THE CUSTOMS TARIFF 1966-1970

Tariff Item	Goods	Rate of duty	
		General	Preferential
Omit item 27.13, *insert* the following item:			
27.13	*Paraffin wax, micro-crystalline wax, slack wax, ozokerite lignite wax, peat wax and other mineral waxes, whether or not coloured:		
27.13.1	For use as feed stock, as prescribed by by-law	Free	Free
27.13.2	For use as feed stock, not being goods falling within sub-item 27.13.1	$0.005 per lb.	$0·005 per lb.
27.13.3	For use otherwise than as feed stock	$0·006 per lb.	Free
Omit sub-paragraph 29.14.212, *insert* the following sub-paragraph:			
29.14.212	Vinyl acetate	To and including November 30, 1970 – 60% From and including December 1, 1970 50%	To andinclusive November 30, 1970 – 50% From and including December 1,1970 40%
After paragraph 33.04.91, *insert* the following paragraph:			
33.04.92	For manufacturing purposes, as prescribed by by-law, being goods, other than methyl salicylate, that but for this paragraph, fall within paragraph 33.04.99	12½%	Free
Omit item 74.11, *insert* the following item:			
74.11	Gauze, cloth, grill, netting, fencing, reinforcing fabric and similar materials (including endless bands), of copper wire:		
74.11.1	Woven goods having more than 120 picks and 120 ends per inch	Free	Free
74.11.9	Other	25%	15%

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Division of the Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319) quoting references (1) CRE 133/69 and (2) CRE 1336/68.

THAILAND

Import licences

THE GOVERNMENT of Thailand has announced that with effect from September 11, the following goods have been removed from the list of goods requiring an import licence.

1. Motor car tyres weighing over 6 kilogrammes but not exceeding 8 kilogrammes and over 30 kilogrammes but not exceeding 39 kilogrammes each.
2. Empty metal drums of 200 litres capacity.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 401, 468, 469).

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MALAYSIA

Import control

THE MALAYSIAN *Government Gazette* dated October 15, 1970, published the Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) (No. 19) Order, 1970, which amends the Second Schedule to the Customs (Prohibition of Imports) (Temporary Protective Measure) Order, 1969.

Heading No.	Description of goods	Country
84.29 100 } 900 }	Machinery of a kind used in the bread grain milling industry, and other machinery (other than farm-type machinery) for the working of cereals or dried leguminous vegetables and parts thereof	All countries
Malaysia		

The above-mentioned heading is amended by adding after the word 'thereof' the words 'other than rubber rollers.'

Any inquiries regarding this notice should be made to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 401, 468 and 469).

NEW ZEALAND

Emergency Protection Authority

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of cold formed angles, shapes and sections of iron and steel; sheet piling of iron and steel.

Details of the tariff items, under which the above mentioned goods are dutiable, are given below.

Tariff Item	Unit	British Preferential	Most Favoured Nation	General
Ex 73.11.11	Cwt.	25%	50%	60%
		Aul. } 35% Can. }		
73.11.12		Free	5%	25%
73.11.13		Free.	5%	25%
73.11.17		25%	50%	60%
		Aul. } 35% Can. }		
73.11.18		Free	5%	25%
73.11.19		Free	5%	25%
73.11.23		Free	5%	25%
73.11.25		25%	50%	60%
		Aul. } 35% Can. }		
73.11.26		Free	5%	25%
73.11.29		Free	5%	25%
73.11.31		25%	50%	60%
		Aul. } 35% Can. }		
73.11.32		Free	5%	25%
73.11.33		Free	5%	25%
73.11.37		25%	50%	60%
		Aul. } 35% Can. }		
73.11.38		Free	5%	25%
73.11.39		Free	5%	25%
73.11.43		25%	50%	60%
		Aul. } 35% Can. }		
73.11.44		Free	5%	25%
73.11.49		Free	5%	25%

The Emergency protection Authority is required to report to the Minister by November 20, 1970.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their Agents or the Director of the British Trade Association of New Zealand Inc. P.O. Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade', telephone Wellington 43-706. The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ.

Any British trade association or firm requiring further details or proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321) quoting reference CRE 861/69.

COPIES OF the following New Zealand Emergency Protection Authority report have been received and are available from the Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

Tariff Item	Description
39.02.03	Polyvinyl chloride compounds
39.02.04	Other

THE NEW ZEALAND Minister of Industries and Commerce has received an application for temporary protection of the following item:

Tariff Item	Description
Ex 97.04.09	Children's playing cards

The question of temporary protection for these items may at a later date be referred to the Emergency Protection Authority.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting Reference CRE 860/69.

COPIES OF the following New Zealand Emergency Protection Authority report have been received and are available from the Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

Tariff Item	Description
84.06.21	Marine outboard engines
84.06.22	Other

BECAUSE of an appeal to the New Zealand Minister of Industries and Commerce he has re-referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of marine engines up to and including 300 b.h.p. continuous rating.

Details of the tariff items, under which the above-mentioned goods are dutiable, are given below:

Tariff Item	Unit	British Preferential	Most Favoured Nation	General
84.06.23		Free	20%	25%
84.06.24		Free	20%	25%

Deatils of the original reference were given in the *Board of Trade Journal* of June 10, 1970, page 1584.

The Emergency Protection Authority is required to report to the Minister by November 18, 1970.

In the short time available for investigation, United Kingdom

(*Continued on page* 164)

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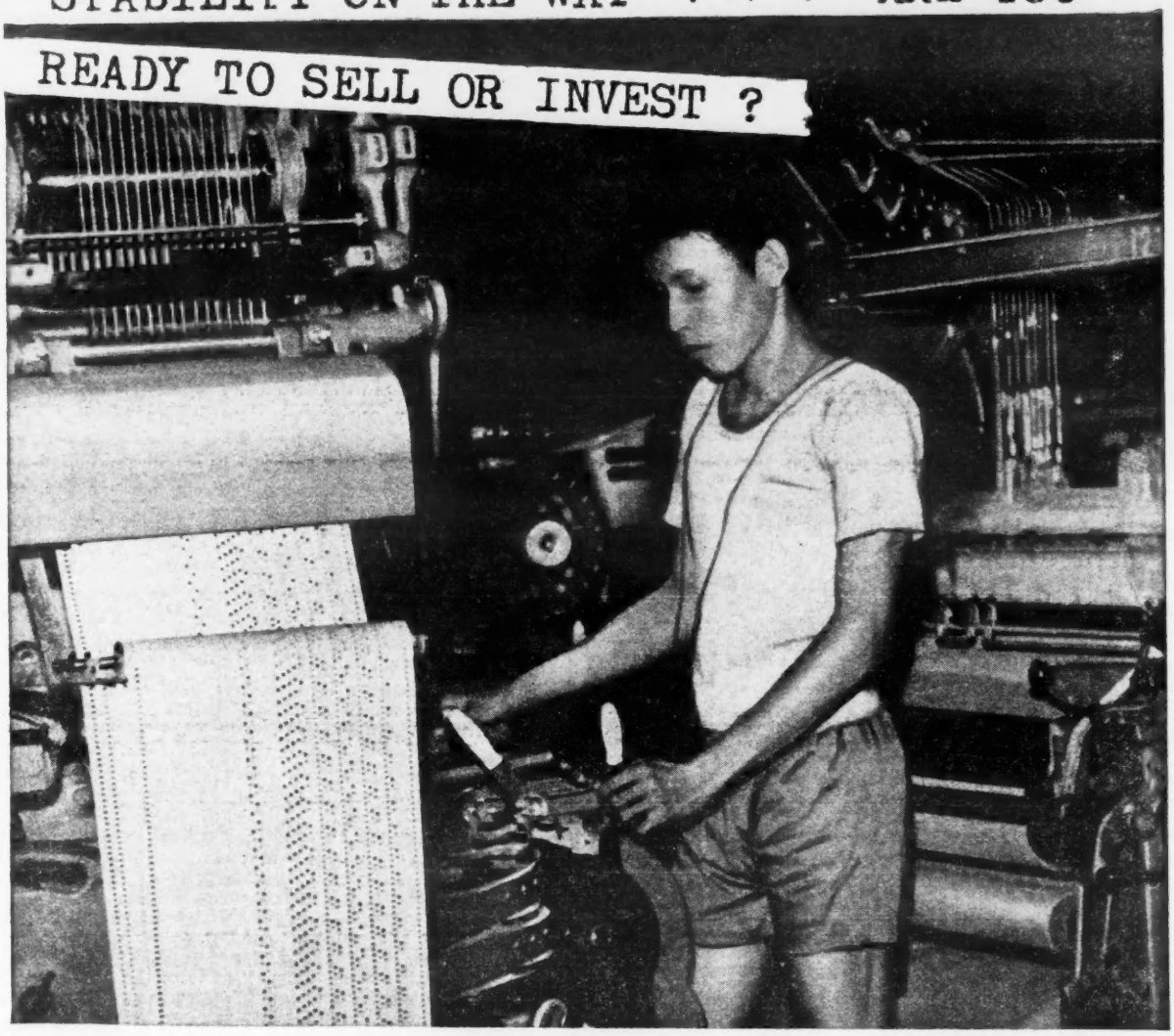

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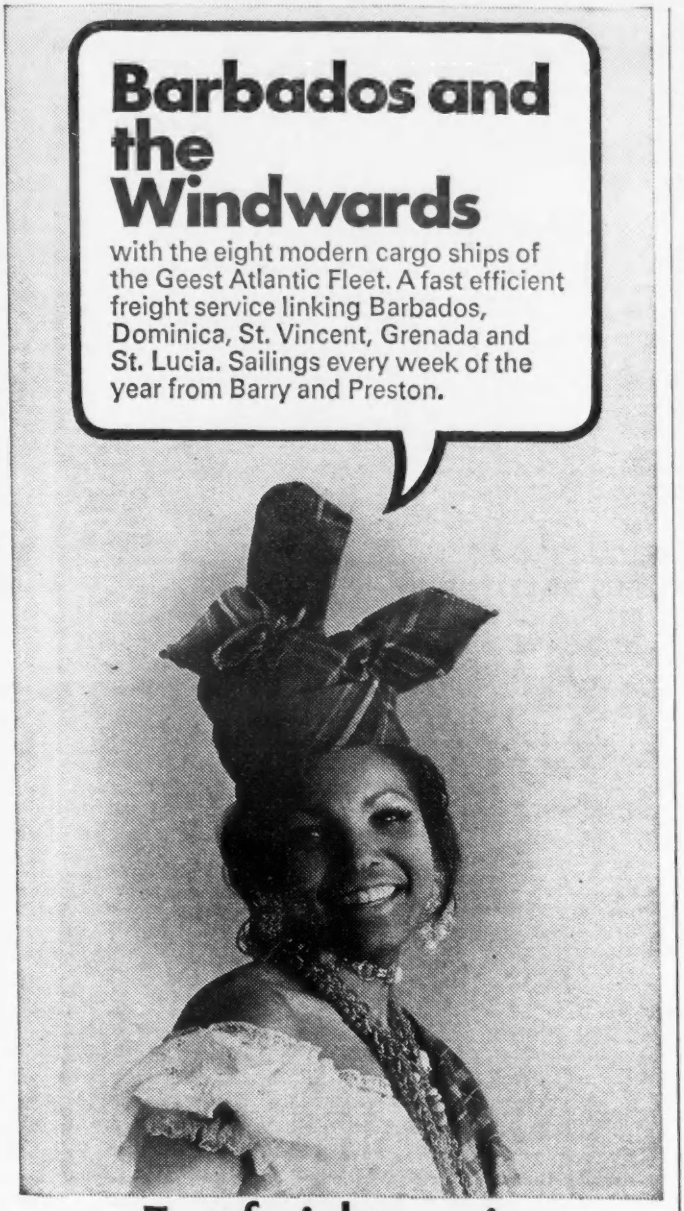
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interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their agents or the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade', telephone Wellington 43-706. The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ.

Any British trade association or firm requiring further details or proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321) quoting reference CRE 816/69.

EL SALVADOR

Commercial code

HM EMBASSY in San Salvador report the publication in the Salvadorean *Official Gazette*, dated July 31, 1970, of a new Commercial Code (Decree No. 671), which will come into operation on January 1, 1971. The Code includes several sections of particular interest to exporters.

Under Article 358 companies constituted under foreign laws must comply with the following conditions before they may carry out acts of commerce in El Salvador. They must:

(i) Be legally constituted according to the law of a foreign country;

(ii) Be able under the said law to legally establish branches and agencies in accordance with the Salvadorean Commercial Code;

(iii) Have at least one permanent representative in El Salvador with full facilities to carry out activities within the national territory;

(iv) Set up an adequate capital to carry out commercial activities in the Republic of El Salvador;

(v) Ensure that their aims are in comformity with the laws of El Salvador;

(vi) Submit to the laws and regulations of the Salvadorean authorities with regard to acts carried out in Salvadorean territory.

The Code also states that the above requirements must be carried out to the satisfaction of the Ministry of Economy of El Salvador, who will set the time limit necessary for the company to initiate its activities and register in the Registry of Commerce.

Foreign companies engaged in banking, insurance and financial activities involving the general public are obliged, under Article 361, to invest their mathematical reserves in El Salvador with respect to contracts which take place in that country. This also applies to the percentage of clients' deposits which they hold and which the law allows them to invest.

Under Article 1557 a term of two years is given for companies legally constituted in the country to meet the requirements of the Commercial Code. This period is also given to foreign companies to meet the terms of Article 361 referred to above.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2290), quoting reference CRE 10983G.

Agency legislation

ARTICLES 392 to 399 of the Commercial Code relate to agreements between agents and their foreign principals. This section of the Code was brought immediately into effect under Interim Decree No. 61 on July 31, 1970.

Article 1 of the Decree states that an overseas principal's agency, representation or distributorship may be either exclusive or of any other nature agreed upon by the parties involved and that the relationship can either be by written or oral agreement.

Article 2 decrees that contracts may be terminated by written notice three months in advance. The agent will however have the right to demand indemnity for damage caused should the principal

terminate, modify or refuse to extend his contract without having any of the just reasons given in Article 3. Such indemnity would include the amount of profits obtained by the agent during his last three years of representation, or for the period of his representation, if this is less than three years. The agent may also claim credits granted to third parties, expenses and investments (i.e. in rentals, equipment, installations, furniture and supplies) applicable to the representation from which he has been deprived and the cost of merchandise which cannot be sold because of early contract termination.

The 'just reasons' for termination, modification or refusal to extend an agency representation or distributorship outlined in Article 3 include: failure to comply to contract clauses, fraud or advantage by the representative (who may be liable to legal prosecution), incompetence or negligence, continued diminishing sales attributable to the representative, breach of confidence, or acts attributable to the representative which affect the introduction, sales or distribution of the products under his responsibility.

Controversies resulting from the enforcement of this decree will be resolved by the respective Salvadorean Courts.

The terms of this decree are exactly the same as Articles 392 to 399 of the Commercial Code which comes into effect on January 1, 1971.

Inquiries relating to this notice should be addressed to Market Information Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 477).

MEXICO

Import licensing amendments

IMPORT of the following goods into Mexico has been made subject to licence until the dates indicated:

Tariff No.	Description
Until September 29, 1971	
70.17 A 028	Microscope slides
87.06 B 014	Certain types of brakes for motor vehicles
87.06 B 085	Parts for the brakes of Tariff No. 87.06 B 014
Until September 29, 1972:	
85.07 A 002	Parts and components for electric shavers
Until September 29, 1973:	
84.22 B 002	Hydraulic jacks, weighing not more than 12 kilograms each
Until May 30, 1974:	
84.51 A 002	Electric typewriters

British exporters requiring further information about these amendments should specify the products in which they are interested, and address their inquiries to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474 or 476).

UNITED STATES

Use of impact resistant lenses

THE UNITED STATES Commissioner of Food and Drugs proposes to amend the United States Food and Drug Cosmetic Act by a statement of policy, on the use of impact-resistant lenses in all eyeglasses and sunglasses.

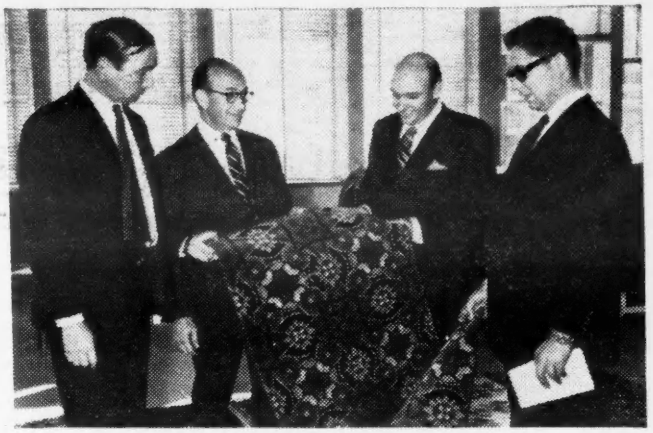
Further details about this notice may be obtained from the United States Section, Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397). Reference FR 2.10.70.

Fair Packaging and Labelling Act

Chamois

THE UNITED STATES Federal Trade Commission have announced proposals for changes in the labelling requirements for chamois packaged or labelled for retail sale. Interested persons may submit

(*Continued on page* 167)



Mr. C. Rostov, of Trans Ocean Inc., New York, recently visited Gilt Edge Carpets, Kidderminster. Trans Ocean are Gilt Edge distributors in the United States. He was accompanied by Ted Hassen, representative on the West Coast. During his visit, arrangements were made for the introduction of the new Axminster ranges into the United States. From left to right are Mr. G. J. Field, general sales manager, Gilt Edge; Mr. Rostov; Mr. Hassen and Mr. Palethorpe, Gilt Edge export sales manager, admiring one of the new Jasonia designs.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Trade and Industry, *Room 437, Department of Trade and Industry, 1 Victoria Street, London, SW.1 (Tel. 01-222 7877, Ext. 2653/6) and not to HMSO.*

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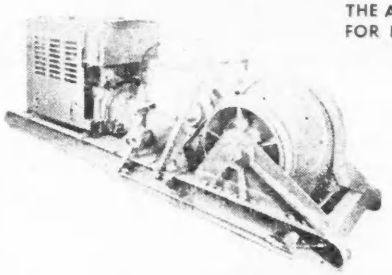

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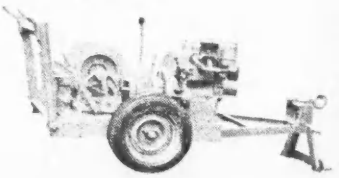

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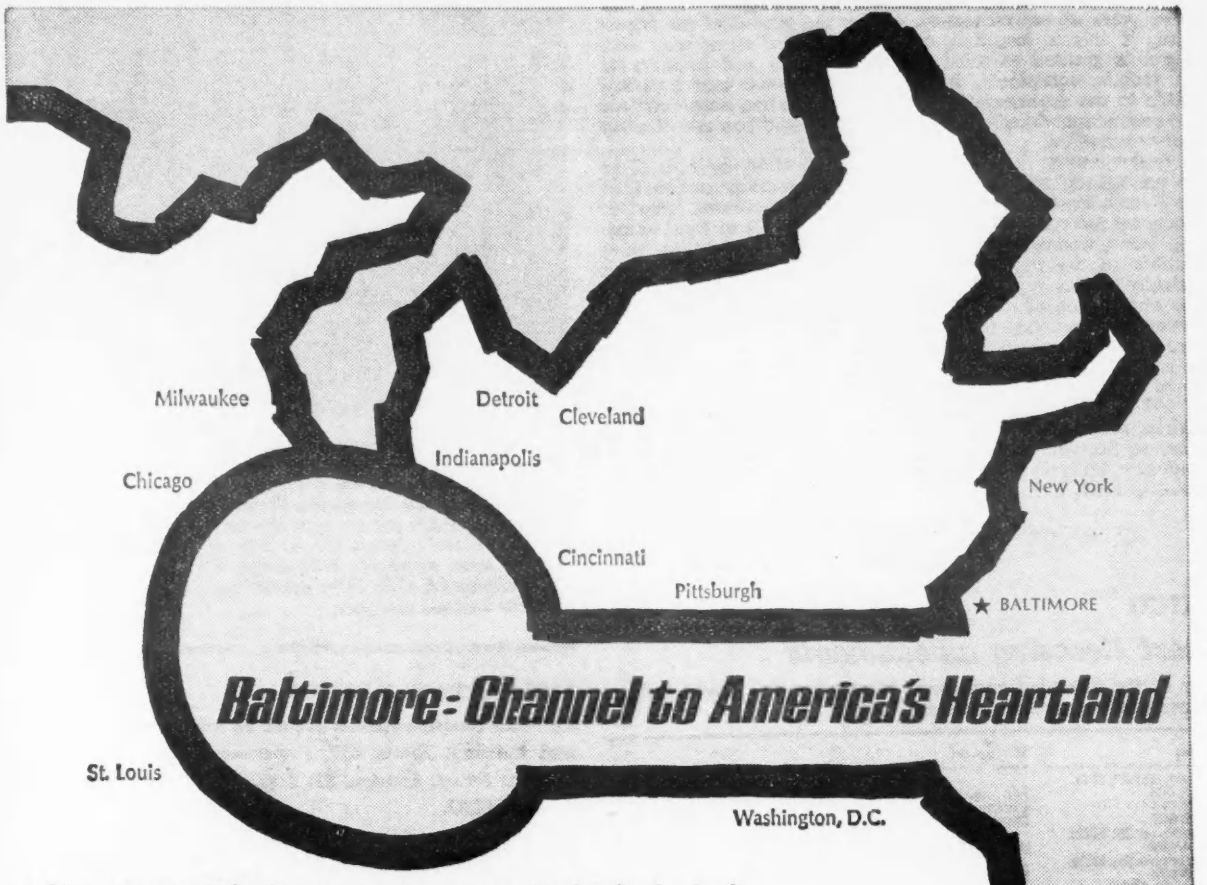

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UNITED STATES, *continued*

written comments to the Secretary, Federal Trade Commission, Washington DC 20580 not later than November 26, 1970.

Further details about this notice may be obtained from United States Section, Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397). Reference FR 26.10.70

Paper table covers, etc. and cellulose sponges

THE UNITED STATES Federal Trade Commission has announced proposals to alter the labelling requirements for paper table covers, sheets, pillowcases, and cellulose sponges of irregular dimensions.

Further details about this notice may be obtained from United States Section, Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397). Reference FR 8.10.70.

Motor vehicle safety—standards and proposed standards

STANDARD 201

Occupant protection in interior impact

THE NATIONAL Highway Safety Bureau proposes to amend Standard 201 to increase occupant protection by enlarging the surface area subject to the standards requirements, by lowering the permissible decelerations, increasing the test velocity in some areas, by requiring extensive use of force-distributing material, and by setting limitations on protecting surfaces within specified areas. The proposed effective date is January 1, 1975.

Interested persons may submit written comments to the Docket Section, National Highway Safety Bureau, Room 4223, 400 Seventh Street SW Washington DC 20591, not later than December 22, 1970 (Reference FR 25.9.70 (1)).

STANDARD 203

Impact protection for drivers from steering control systems

The National Highway Safety Bureau proposes to extend the application of Standard 203 to multipurpose passenger vehicles, trucks and buses having gross vehicle weight ratings of 10,000 pounds or less, and to amend the regulations to reduce the possibility of chest injury attributable to fractured or protuding components. The proposed effective date is January 1, 1973.

Interested persons may submit written comment to the National Highway Safety Bureau, not later than December 22, 1970 (Reference FR 25.9.70 (2)).

Occupant crash protection

The National Highway Safety Bureau proposes requirements for occupant crash protection for vehicles manufactured on or after January 1, 1972 for both 'passive' crash protection and interim 'active' systems. It is proposed that this rule supercede the present Standard 208, Seat Belt Installations.

Interested persons are invited to submit written comments to the National Highway Safety Bureau (Reference FR 25.9.70 (3)).

STANDARD 116

Motor vehicle brake fluids

The National Highway Safety Bureau proposes to amend Standard 116 in order to provide more stringent requirements for the physical and chemical properties of brake fluids, and to specify requirements for brake fluid containers and brake fluid container labelling. The proposed effective date is October 1, 1971.

Interested persons are invited to submit written comments to the National Highway Safety Bureau, not later than December 28, 1970 (Reference FR 30.9.70 (4)).

Accelerator control systems

The *Board of Trade Journal* of September 15, 1969 gave advance notice of a proposed safety standard relating to accelerator control systems.

After consideration of comments received the National Highway Safety Bureau proposes to establish a new standard for both driver-operated and automatic accelerator control systems, effective date October 1, 1972.

Interested persons may submit written comments to the National Highway Safety Bureau, not later than December 29, 1970 (Reference FR 30.9.70 (5)).

Further details about these notices may be obtained from United States Section, Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

STANDARD 207

Seating systems

The *Board of Trade Journal* of October 1, 1969 gave notice of a proposal to extend the requirements of Standard 207 to multipurpose passenger vehicles, trucks and buses and prohibit the use

(Continued on next page)

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UNITED STATES, *continued*

of seat adjusters which slip during the application of loads to the seat in any adjusted position.

After consideration of comments received the National Highway Bureau has made several alterations to the standard which becomes effective on January 1, 1972 (Reference FR 1.10.70 (1)).

STANDARD 208

The *Board of Trade Journal* of October 1, 1969, gave notice of proposed amendment to Standard 208 regarding seat belt installation for passenger cars, mutipurpose passenger vehicles, trucks and buses.

After consideration of comments received the standard has been adopted. The amendment requiring the installation of seat belt assemblies for side and rear-facing seats becomes effective on July 1, 1971. The amendments regarding the definition 'open body type vehicle' and the designated seating position become effective on January 1, 1971 (Reference FR 30.9.70 (2)).

STANDARD 210

Seat belt assembly anchorages

The *Board of Trade Journal* of October 1, 1969, gave notice of a proposed amendment to extend the application of Standard 210 – to multipurpose passenger vehicles, trucks and buses.

After consideration of comments received the amendment becomes effective on January 1, 1971 for passenger cars and July 1, 1971 for multipurpose passenger vehicles, trucks and buses (Reference FR 1.10.70).

STANDARDS 109 and 110

Tyres and rims

The *Board of Trade Journal* of September 30, 1969, gave notice of amendment to Standard 109 and 110. The National Highway Bureau has further amended the regulations, with effect from November 5, 1970 (Reference FR 7.10.70 (5)).

Further details about these notices may be obtained from Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext 455, 456, 457).

Tariff commission investigation into billiard balls

THE UNITED STATES Tariff Commission upon a petition filed by the domestic industry concerned has instituted an investigation under Section 301 (b) (1) of the Trade Expansion Act of 1962 to determine whether bagatelle, billiard and pool balls, provided for in item 734.05 of the United States Tariff Schedule are being imported in such increased quantities as to cause or threaten to cause, serious injury to the domestic industry or industries producing like or directly competitive products.

A public hearing in connection with this investigation will be held at 10 a.m. on December 15, 1970 in the Hearing Room, Tariff Commission Building, Eighth and E Street NW Washington, DC. Interested persons wishing to appear at the hearing should enter their requests to be heard in accordance with Section 201.13 of the Tariff Commission's rules of practice and procedure.

Further details about this notice may be obtained from the Commercial Relations and Exports Department, United States Section, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) Ref. FR 15.10.70.

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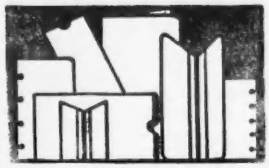

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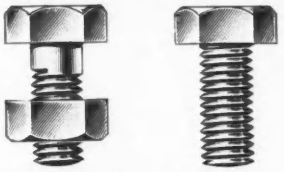

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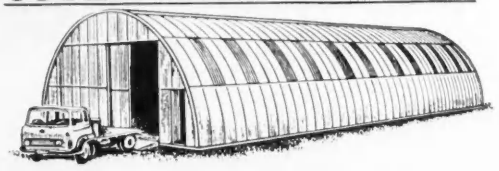

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